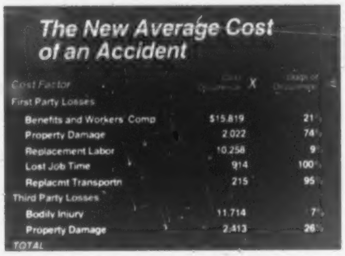
automotive
FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

November 1991
VOL. 31, NO. 1

Influencing the management of
5,072,000 cars and 2,209,000 light trucks
and vans in business, leasing, rental,
utility, government, police, and taxi fleets.

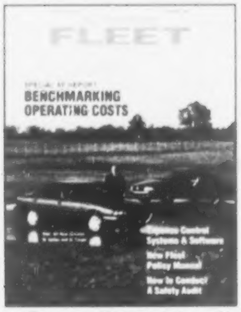


The New Average Cost of an Accident

Cost Factor	Cost/Occurrence X	Odds of Occurrence
First Party Losses		
Benefits and Workers' Comp	$15,819	21%
Property Damage	2,022	74%
Replacement Labor	10,258	9%
Lost Job Time	914	100%
Replacmt Transportn	215	95%
Third Party Losses		
Bodily Injury	11,714	7%
Property Damage	2,413	26%
TOTAL		

Page 26 — The costs of accidents are higher than previously thought — much higher.

Page 52 — Utility fleets will be the pioneers in alternate fuel conversions to comply with Clean Air legislation.


FLEET
SPECIAL REPORT
BENCHMARKING OPERATING COSTS
Expense Control Systems & Software
New Fleet Policy Manual
How to Conduct A Safety Audit

On the Cover—Oldsmobile's National Fleet Sales Director Dick Lynch introduces the Achieva SL Coupe and Achieva SL Sedan, which are all-new for the 1992-model year. Cover photo courtesy of Thomas Gennara.

Features

21 **New Comprehensive Data for Benchmarking Operating Costs**
The operating expenses of more than a half-million vehicles from five leasing companies provide an industry measure to gauge your fleet's operating expenses.

26 **How Safe Is Your Fleet?**
This six-step safety audit from PHH FleetAmerica can help lower corporate costs by showing ways to reduce the number of vehicles involved in accidents annually.

30 **Computer Systems Help Fleets Control Costs**
Fleet-specific software packages are changing the way fleets are managed, streamlining many functions, and helping fleet managers find new ways to reduce expenses.

38 **Avis Leasing Integrated into PHH FleetAmerica**
Merging the operations of Avis Leasing into its larger parent company signals the final transition for the company, according to PHH FleetAmerica.

40 **Ford's Mainstreet U.S.A. Program Geared to Small Fleets**
The emphasis of Ford's new dealer program is a return to the days when the customer was king.

44 **GM's Expertec™ KIT Provides Vehicle Data and Diagnosis**
Today's sophisticated vehicle systems need sophisticated diagnostic tools to accurately assess problems, locate information, and find solutions.

46 **Company Car Policy Eliminates Guesswork**
Formulating a company vehicle policy is time-consuming and difficult work. This ready-made example can speed the process.

48 **Maintenance Keeps the Bugs Out of Pest Control Fleets**
Pest control service vehicles sometimes make as many as 18 stops per day, and must therefore be meticulously maintained. Also included is a listing of the Top 10 pest control fleets.

Truck/Van Section

52 **Utility Fleets Travel the Road to the Future**
These government-regulated fleets likely will be among the first fleets to convert and comply with the Clean Air Act Amendments of 1990. Find out some of the avenues they are exploring.

Departments

Letters 8
Industry News 10
Hotline 19
Light Truck and Van News 58
Personnel Personals 60
Leasing 64
Used-Car Prices 66
Products Services 69
Gas Prices Classified 70
Ad Index 71
Calendar 71
Editorial 72

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly except twice in April (Annual Fact Book issue) by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $32 per year, Canada $40 per year, Foreign $50 per year. Single copy price – $3. Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes: *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, Nail Technician News, and Showcase USA.*

New Comprehensive Data for Benchmarking Operating Costs

The operating expenses for 549,000 vehicles managed by five fleet leasing companies are composited to provide a cost-measurement benchmark for commercial fleets. How does your fleet compare against these averages?

Overall operating expenses, on average, for intermediate- and compact-sized cars increased in the past 24 months, while those for light-duty trucks decreased, according to a survey by *Automotive Fleet* magazine among the industry's five largest fleet leasing and management companies.

Specifically, operating expenses for intermediate- and compact-sized cars increased in terms of fuel, tires, and maintenance/repair costs, while only oil expenses remained relatively static. (See Charts 1 and 2.)

In terms of light-duty trucks, a decrease in fuel expenditures (presumably because of increased fuel efficiency in Classes 1 and 2 pickups), along with decreased maintenance expenses, are the primary factors accounting for lower operating expenses. (See Charts 3 and 4.)

The vehicles surveyed in this study are managed by the following fleet management and leasing companies: ARI, GE Capital Fleet Services, PHH FleetAmerica, United States Fleet Leasing, and Wheels.

The Purpose of the Study

Every well-run fleet operation records and monitors vehicle operating expenses such as the costs for fuel, oil, tires, and vehicle maintenance and repair. Although this data is useful to benchmark internal rises or decreases in annual operating expenditures, it doesn't indicate how cost-efficient your fleet operation is in relation to other fleets nationwide.

For the past several years, deter-

Operating Costs for Intermediate/Compact Cars (July 1990-June 1991)

Chart 1.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	4.95¢	$101.27	5.01¢	$102.50	5.00¢	$102.30
Oil	.20¢	$4.09	.22¢	$4.50	.22¢	$4.50
Tires	.15¢	$3.06	.37¢	$7.57	.53¢	$10.84
Maintenance/Repair	.53¢	$10.84	1.36¢	$27.82	1.72¢	$35.19
Warranty Recovery	(.01¢)	($0.20)	(.02¢)	($0.40)	(.02¢)	($0.40)
Total Operating Costs	**5.82¢**	**$119.06**	**6.94¢**	**$141.99**	**7.45¢**	**$152.43**

Operating Costs for Intermediate/Compact Cars (July 1989-June 1990)

Chart 2.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	4.60¢	$94.02	4.53¢	$92.59	4.56¢	$93.20
Oil	.21¢	$4.29	.21¢	$4.29	.21¢	$4.29
Tires	.11¢	$2.24	.35¢	$7.15	.47¢	$9.60
Maintenance/Repairs	.29¢	$5.92	1.21¢	$24.73	1.67¢	$34.13
Warranty/Recovery	(.03¢)	($0.61)	(.02¢)	($0.40)	(.01¢)	($0.20)
Total Operating Costs	**5.18¢**	**$105.86**	**6.28¢**	**$128.36**	**6.90¢**	**$141.02**

mining the answer to this question has been difficult to discern. The reason is the lack of available industry-wide data. For instance, the last industry-wide operating cost survey was conducted by the National Association of Fleet Administrators in 1988, while the American Automotive Leasing Association discontinued tracking operating expenses among its member fleet leasing companies several years prior. Secondly, fleet leasing and management companies that track and record this data regard it as proprietary and have historically only shared their composited data with client fleets.

To provide fleet managers with current industry-wide statistics to benchmark against their own operating expenses, *Automotive Fleet* recently surveyed the five largest fleet leasing and management companies to composite their lessees' vehicle operating expenses for the past 24 months — July 1989 to June 1991.

Operating expenses are defined to include those costs directly related to operating a vehicle, namely fuel, oil, tires, and maintenance and repair. (The cost of accident repairs was not included in the maintenance/repair category in Charts 1-4.)

The operating cost data solicited from fleet lessors was segmented into the following categories:

Operating Costs for Light-Duty Trucks (July 1990-June 1991)

Chart 3.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	6.64¢	$135.85	6.68¢	$136.67	6.68¢	$136.67
Oil	.23¢	$4.70	.24¢	$4.91	.25¢	$5.11
Tires	.26¢	$5.31	.65¢	$13.29	.92¢	$18.82
Maintenance/Repairs	.65¢	$13.29	1.77¢	$36.21	2.50¢	$51.15
Warranty Recovery	(.01¢)	($0.20)	(.01¢)	($0.20)	(0.00¢)	($0.00)
Total Operating Costs	**7.77¢**	**$158.95**	**9.33¢**	**$190.88**	**10.35¢**	**$211.75**

Operating Costs for Light-Duty Trucks (July 1989-June 1990)

Chart 4.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	7.28¢	$146.83	7.05¢	$142.19	7.03¢	$141.79
Oil	.23¢	$4.63	.23¢	$4.63	.23¢	$4.63
Tires	.26¢	$5.24	.78¢	$15.73	1.06¢	$21.38
Maintenance/Repairs	.56¢	$11.29	1.99¢	$40.13	2.93¢	$59.09
Warranty Recovery	(.02¢)	($0.40)	(.01¢)	($0.20)	(.00¢)	($0.00)
Total Operating Costs	**8.31¢**	**$167.59**	**10.04¢**	**$202.48**	**11.25¢**	**$226.89**

- Composited operating expenses incurred for 238,570 intermediate and compact cars in service between July 1990 to June 1991. For comparison, composited operating expenses were also compiled for 132,517 intermediate and compact cars between July 1989 to June 1990. (The reason for focusing on intermediate and compact-sized units is because these vehicles represent 62 percent of all fleet purchases in the 1990-model year, and to avoid diluting these composited statistics with the lower operating expenses associated with subcompacts and the higher expenses incurred by larger vehicles.)
- The second segment of the study includes the composited operating expenses for 108,052 light-duty trucks (Classes 1 and 2) in service between July 1990 to June 1991. This data can be compared against the operating expenses incurred for 70,572 light-duty trucks in operation between June 1989 and July 1991.

Furthermore, to provide specific operating expenses for vehicles at different stages of their service lives, the average operating expenses for both cars and trucks are broken out within three mileage bands: less than 24,000 miles, 24-48,000 miles, and more than 48,000 miles.

In addition to operating expenses, *Automotive Fleet* also requested the five participating fleet leasing and management companies to provide the average months in service, average mileage, and depreciation expenses for the surveyed units.

In order to keep this data proprietary, the expenses reported by each company were averaged together to create a composite figure. ■

Average Monthly Depreciation Expense for Intermediate/Compact Cars: 1991 vs. 1990

Year	Average Monthly Miles	Average Service Life	Average Original Cost	Monthly Depreciation Cost in Cents per Mile	Depreciation Dollars per Month
1991[1]	2,046	28.9	$12,538	12.9¢	$275.19
1990[2]	2,044	28.7	$12,282	12.1 ¢	$251.73

[1] July 1990-June 1991 [2] July 1989-June 1990

Chart 5.

Average Monthly Depreciation Expense for Light-Duty Trucks 1991 vs. 1990

Year	Average Monthly Miles	Average Service Life	Average Original Cost	Monthly Depreciation Cost in Cents per Mile	Depreciation Dollars per Month
1991[1]	2,046	38.4	$13,455	12.5¢	$264.81
1990[2]	2,017	36.4	$12,575	10.5¢	$216.81

[1] July 1990-June 1991 [2] July 1989-June 1990

Chart 6.

How Safe Is Your Fleet?

Fleet managers can significantly lower corporate costs by reducing the number of annual accidents involving company vehicles. Presented below is a six-step fleet safety audit and an accident cost calculation model.

The following article is based on fleet safety presentations given by PHH FleetAmerica's Senior Vice President of Diversified Services Tom Andrews on the true cost of accidents, and Senior Vice President of Strategic Marketing Jim Noonan on how to perform a safety audit on a company fleet. Both presentations were made at General Motors' Fleet Safety Symposium held last summer in Dearborn, MI.

Improving driver safety and reducing a fleet's accident rate are major concerns among fleet managers. But where does a manager begin to improve a fleet's safety record? To take the guesswork out of gauging a fleet's safety performance, presented below is a six-step safety audit that walks a fleet manager step-by-step through the process of developing and implementing an effective fleet safety program. By conducting this safety audit, a fleet manager can identify and rectify the areas of vehicle risk, company liability, and underwriting costs within his or her fleet operation.

1 STEP Assemble a Safety Team

Conducting a vehicle safety audit and implementing a safety program are major endeavors. A fleet manager can't do them alone and needs the assistance of other knowledgeable professionals.

The various managers that should be part of an in-house safety team include the fleet manager, risk manager, human resources manager, sales or service manager (to represent your vehicle user group) and, optionally, a financial or legal representative.

2 STEP Get Expert Help

Another key member of a safety audit team is an automobile safety expert. Where do you find such an individual? You can either locate someone within the company who has safety expertise or hire an outside consultant. Regardless of where this person comes from, this individual should possess the following qualifications:

- Experience in developing a fleet safety policy.
- Knowledge of driver training programs.
- "Real-world" experience in developing, implementing, and operating fleet safety programs.
- Good communication skills.

Industry-wide Fleet Accidents and Injuries

The following data is based on responses from fleet managers to a safety survey conducted by the National Association of Fleet Administrators. This data represents responses for the third quarter of 1991.

Total Number of Fleets Reporting	128
Total Number of Vehicles in Fleets Reporting	77,328
Total Miles Driven	554,529.960
Total Reportable Accidents	4,495
Total Preventable Accidents	2,225
Total Non-Preventable Accidents	2,270
Total Accident Ratio	8.11
Total Preventable Ratio	4.02
Total Non-Preventable Ratio	4.09
Total Vehicular Damage	$3,212,015
Average Vehicle Damage per Reportable Accident	$842*
Personal Injuries	348
Fatalities	4

* Average vehicular damage per reportable accident was computed using the dollar amounts given for 3,817 accidents, since no costs were given for 678 accidents.

STEP 3 Develop a Safety Policy and Checklist

In order to know what should be included in a fleet safety program, a fleet manager needs to evaluate the company's accident history. After reviewing the company's historical risk and identifying the problem areas of the past, you can develop a fleet safety policy and checklist.

A company's fleet safety policy should focus on three elements: drivers, vehicles, and accident analysis.

Drivers: The topics that should be covered include mandatory seatbelt usage for all vehicle occupants; prohibiting drug or alcohol usage while operating a vehicle; whether or not the company's insurance policy covers personal use of a company vehicle; driver training; driver license verification; and driving record evaluations. In addition, determine who is eligible to drive a company vehicle. Hopefully, checks have already been performed to ensure that your primary authorized drivers have valid licenses and appropriate training. But, if personal use is allowed, what do you know about employees' spouses and other family or household members? If others are allowed to drive a fleet vehicle, it's necessary to know certain things — such as whether or not they have a valid driver's license and a good driving record — because no matter who's driving the car, the company may still be liable in the case of an accident.

Vehicle Specifications and Equipment: Is a vehicle suitable for the job it's performing? It's important to specify the permitted usage of fleet vehicles. For instance, do you allow vehicles to be used to tow trailers? Be sure the safety policy ensures that manufacturer-recommended maintenance and safety inspections are performed regularly. This should cover the full maintenance gamut, however, there are many other seemingly minor maintenance checks that can influence the chance of having an accident. For example, does a vehicle's routine maintenance include cleaning the windshields, checking the level of washer fluid, and the tread depth on tires?

Accident Analysis: The final aspect of a safety policy should include such accident analyses as reporting, recordkeeping, and establishing an accident review panel to determine safe driver incentives, the underlying causes of accidents, and specified sanctions for unsafe driving.

STEP 4 Surveying a Fleet's Safety Performance

Now that you've begun to build a safety policy or improve an existing one, compare your current fleet safety performance to find the discrepancies between policy and reality. These are the areas to examine:

Are your employees aware of the company's vehicle safety guidelines? Are records maintained on accidents, vehicle maintenance, and driver training? How is the safety policy communicated to employees?

The safety audit team should interview managers and drivers to find out where they think vehicle safety problems exist. Team members also should review past records, such as physical damage repair invoices, and accident reports.

STEP 5 Quantify Total Accident Costs

Based on the company's vehicle accident history, determine the cost of each accident. These costs can be used to develop an accident cost calculation model (see page 28). A complete report in-

cludes the dollar amounts in the following areas:

- Company employee benefits.
- Workers' compensation.
- Liability to injured parties (50 percent of the time, some liability is involved).
- Legal fees.
- Property damage.
- Lost time on the job.
- Replacement transportation.
- Accident repair.

Also part of this analysis is determining the underlying causes of accidents. For instance, are you experiencing higher accident costs because a regional sales manager doubled the daily sales call quota and you've got tense, hurried drivers speeding on the highways? Some of the underlying causes of accidents don't show up on accident reports — but they may have an important impact on your company's total accident costs.

STEP 6 Prioritize the Implementation Process

Now that the safety audit is complete, where should the implementation process begin?

Areas requiring immediate action are driver training, specifying safety-related equipment on company cars, and instituting a mandatory seatbelt usage policy for drivers and all passengers.

It's important to remember that drivers, not vehicles, cause the majority of accidents. Furthermore, it's a driver's attitude that is the main factor in driver-caused accidents. Speeding, driving aggressively, and drug or alcohol impairment are all related to a driver's attitude behind the wheel.

Although a fleet safety program can significantly reduce operational expenses, the most important reason for implementing such a program is that it can save someone's life.

How to Calculate the True Cost of Vehicle Accidents

Until recently, a dollar range of $1,500 to $1,700 was widely accepted as being the average cost of an accident involving a company car. According to PHH FleetAmerica, this dollar range falls far short of the actual cost of an average fleet accident, which in reality costs close to $8,300 per incident.

The New Average Cost of an Accident

Cost Factor	Cost Occurence X	Odds of Occurence =	AvgCost Accdnt
First Party Losses			
Benefits and Workers' Comp	$15,819	21%	$3,310
Property Damage	2,022	74%	1,504
Replacement Labor	10,258	9%	882
Lost Job Time	914	100%	914
Replacmt Transportn	215	95%	204
Third Party Losses			
Bodily Injury	11,714	7%	843
Property Damage	2,413	26%	618
TOTAL			$8,276

The typical fleet operates with a 20-percent annual accident rate. With an average cost of $8,300 per accident, the annual cost can be huge.

The Hunt Valley, MD-based fleet management and leasing company bases this assertion on a new accident cost calculation model it has developed based on its own study of fleet accident costs.

Included in the accident cost calculation model are the main accident expense categories. These include:

- **Benefits and Workers' Compensation**. Included are the costs associated with sick leave, medical benefits, employee rehabilitation, short- and long-term disability, plus life and accident insurance.
- **First Party Property Damage**. This cost is comprised of vehicle repairs, towing and storage of the damaged vehicle, as well as non-vehicle-related company property such as product samples, computer equipment, or test instruments carried in the car.
- **Replacement Labor**. The expenses associated with hiring employees to fill in for an injured driver.
- **Lost Job Time**. Besides actual time off for an accident, this category also includes indirect time lost by employees in filling out accident and medical forms, getting a vehicle repaired, or attending to someone else involved in the accident.
- **Third Party Bodily Injuries**. This includes the average settlement expenses when a company driver is at fault for injuring someone else in an accident

According to Tom Andrews, vice president of diversified services for PHH FleetAmerica, it is unlikely that all of these cost elements will be incurred in every accident. "Therefore, we must factor into the model the probability of each one occurring," says Andrews. The percentage of probability, along with the costs used in the model, are derived from state and federal government databases, trade associations, the insurance industry, and PHH FleetAmerica's client database. For instance, there is a 74-percent probability that a fleet will have to pay for the repair of a damaged company car regardless of whether its employee was at fault or not. By multiplying accident cost expenses by their odds of probability, PHH FleetAmerica determined the average value of each cost element of a typical accident.

"By adding all cost categories, we find that the total cost of the average accident is much higher than we thought — over $8,000," says Andrews. In addition, a fleet can customize this data based on its specific accident experience if this data exists. Andrews says that a "typical fleet" has a 20 percent accident rate per year.

"If your business operates with a 10 percent net margin, it will require 10 times (the $8,276 accident cost) in sales to pay for the cost of your fleet accidents," says Andrews.

FLEET OPERATIONS

Maintenance Keeps the Bugs Out of Pest Control Fleets

Vehicle maintenance is a high priority for fleet managers at Terminix and Orkin, the top two companies in Automotive Fleet*'s listing of the pest control industry's 10 largest fleets.*

Light-duty pickups are the standard fleet vehicle for pest control companies, and must withstand stop-and-go driving on a regular basis.

Pest control companies across the United States share a common link not only in the services they provide, but also in the vehicles they use.

Because of the nature of the pest control business, which may require as many as 18 stops per day, vehicle maintenance is a top priority for keeping vehicles in service and performing optimally. Not only must vehicles be able to withstand stop-and-go driving, but electrical systems must be kept in top condition so that the vehicles have enough power to operate each truck's spray-pump system, which draws electricity from the vehicle's battery.

The standard route vehicle for a pest control company consists of a light-duty pickup truck equipped either with a truckbed shell or toolbox with storage compartments. The main consideration when upfitting a pest control vehicle is ensuring that there is enough storage space to transport and protect spray gun applicators, their accompanying pump systems, pesticide holding tanks, ladders, and other assorted tools.

Terminix of Memphis, TN, and Orkin of Atlanta, GA, are national companies heading the list of the largest fleets in the pest control industry. Both fleets make use of efficient vehicle maintenance programs to keep their companies competitive within their industry.

Terminix: Consistent Vehicle Maintenance

The key to keeping pest control vehicles running is a finely tuned preventive maintenance schedule, and in Terminix Fleet Manager Andy Gunnell's opinion, the key to vehicle maintenance is consistency. Terminix inspects and services its vehicles once per month, with oil, filters, and spark plugs replaced every 3,000 miles. The replacement cycle for Terminix' light-duty pickups is 60 months or 100,000 miles, whichever comes first.

Terminix has 300 branches across the country, not including its franchise locations, and the majority of the Terminix national fleet consists of Dodge Dakota mid-size pickups. Most of these vehicles are fitted with ladder racks and a specially-constructed toolbox that features honeycombed interior compartments to prevent spillage from pesticide containers and to consolidate tools.

After a vehicle is driven to a customer's location, the driver sets up the spray equipment, inspects the site for pests, and applies pesticides if necessary, then moves on to the next location. The average Terminix vehicle makes 14-18 stops per day and accumulates approximately 22,500 miles per year, according to Gunnell.

In addition to light-duty pickups used for field operations, the Terminix fleet also includes passenger cars that are used by sales and managerial personnel, and medium-duty trucks that are used mainly in California for termite fumigation purposes.

Orkin: Testing a Four-Year Replacement Cycle

Orkin pest control vehicles are inspected and serviced once a month at any of Orkin's national account vendors that is most convenient for the driver. Oil and filter changes occur every other month. Currently, Orkin employs a three-year replacement cycle for its vehicles, but John Willis, fleet manager for Orkin, is testing a four-year replacement cycle, using 20 percent of all the units in the fleet for the test.

"If the drivers know that their vehicles have to last more than three years, they tend to keep them in better shape because it's their livelihoods that are involved here. The program is working well for us."

Ninety-five percent of Orkin's light-duty pickup fleet is made up of Ford Rangers. Each of Orkin's route trucks make an average of 12-15 stops a day and accumulate 2,100 miles per month, according to Willis.

The company has 360 branches across the nation and outsources its maintenance services through a national accounts program that includes vendors such as Goodyear, Firestone, Jiffy Lube, Midas, K-Mart, and local Ford dealers.

Willis is also testing the use of compressed natural gas (CNG) as a potential alternate fuel for his fleet. The CNG test program is being run jointly with Atlanta Gas & Light Co. and Combustion Labs, Inc. of Atlanta, GA, in anticipation of any regulations that may affect the company as a result of the Clean Air Act Amendments of 1990, which mandates alternate fuel use for centrally fueled and maintained fleets. Atlanta, where Orkin is headquartered, Denver, CO, and California are three areas in which Orkin operates that are affected by the legislation. ■

Top 10 Pest Control Fleets

Co Name Headquarters	Fleet Mgr.	Co. Owned	Leased	Number of Cars	Number of Trucks/Vans	Total
Terminix Memphis, TN	Andy Gunnell	X	X	950	5,660	6,610
Orkin Atlanta, GA	John Willis	X	X	560	3,855	4,415
J.C. Erlich, Inc. Reading, PA	Richard Yashek	X	—	12	738	750
Ecolabs Pest Elimination; St. Paul, MN	Laura Arvidson	—	X	40	625	665
All-American Termite & Pest Control; Orlando, FL	Richard Rundle	X	—	56	570	626
Western Extermination Irvine, CA	Guy Young	X	—	77	523	600
Truly Nolen of America Tucson, AZ	Lynn Roberts	X	X	244	350	594
Cook's Pest Control Decatur, AL	Dick Scott	X	—	100	425	525
S.C. Johnson Microgen Prism; Racine, WI	Mike Trachida	X	—	0	452	452
Western Industries Parsippany, NJ	Jeanne Morris	X	X	153	294	447
Totals				**2,192**	**13,492**	**15,684**

Treasury Releases Light-Truck Study

GVWR Class	Economic Equivalent Life	Average Useful Life
6,000 lbs.or less	4.1 Years	7.1 Years
6,001-10,000 lbs.	4.4 Years	10.1 Years
10,001-19,500 lbs.	4.8 Years	16.5 Years
19,501-33,000 lbs.	6.6 Years	16.5 Years
Asset Class	4.6 Years	9.4 Years

The U.S. Treasury Department's long-awaited study of the depreciation of light trucks concludes that the lightest vehicles (6,000-lbs. GVW or less) have an equivalent economic life of 4.1 years, while the largest vehicles in the study (19,501-33,000-lbs. GVW) have an equivalent economic life of 6.6 years. Treasury's study divided light trucks into four weight classifications and determined that, overall, 4.6 years is the appropriate equivalent economic life for light trucks.

Treasury Assistant Secretary Kenneth Gideon transmitted the study to the House of Representatives Ways and Means Committee and the Senate Finance Committee in late September 1991. Gideon was careful to state that the Treasury was not recommending that the Congress change the current class life of the vehicles, but that if Congress decided to act, the appropriate class life should be four-and-a-half years instead of the current four years. However, present law requires that light trucks be depreciated during five years, regardless of class life. To change the depreciation period requires repealing current law and the Treasury Department is not recommending that Congress do so.

All Ford Light Trucks to Offer Air Bags by '94

Ford Motor Co. will make driver-side air bags available in all of its light-duty truck models by 1994. Currently, air bags are standard in the Aerostar minivan and Econoline full-sized van. According to Ford, air bags on all other Ford light-duty trucks will be optional when Ford starts phasing them in during the next year. By the mid-1990s, Ford will begin phasing in passenger-side air bags in its light trucks.

CNG Pickups from GMC, Ford for 1992

GMC Truck and Ford Motor Co. will both begin building pickups powered by compressed natural gas (CNG) for the 1992-model year. An initial 100 vehicles built by Ford will go into centrally fueled fleets, the majority of which will be sold to gas utilities and their customers, with more than half of the vehicles going to California-based utility companies. The remainder will go to other U.S. and Canadian customers.

GMC Truck plans to build up to 3,000 3/4-ton CNG-powered Sierra pickups in the 1992-model year. GMC Truck is able to convert the Sierra easily because the CNG-powered model uses the same 5.7-liter engine as the gasoline-powered version of the Sierra, with fuel injectors modified only slightly.

Ford and GM to Produce New Class III-IV Trucks

General Motors and Ford Motor Co. plan to introduce a number of 1992-½- and 1993-model year commercial truck models aimed at the Class III and IV segments.

Chevrolet is planning the GP Cutaway Class III and IV as a major new product for the 1993-model year, and is a G-Van cab mounted to a P-Van chassis. Ford is planning a revamping of its popular Class IV F-Super Duty, along with a new 184.4-inch wheelbase model.

NTEA Members Meet with Manufacturers

Nearly 360 representatives of the commercial truck equipment industry, all National Truck Equipment Association (NTEA) members, gathered in Dearborn, MI at the 1992-Model Truck Product Conference in September to discuss with representatives from the Chevrolet Division and Ford Motor Co. body building issues.

The focus of the conference was communication issues between the chassis makers and the manufacturers or distributors of commercial truck equipment.

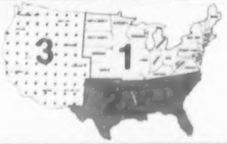
Masterack Introduces New Line of Pickup Tops

Masterack has introduced the Master-Lite line of pickup tops, featuring an all-aluminum construction and baked-on enamel finish. Other features include extra heavy-duty frames, continuous hinges, heavy-duty latches, and stainless steel paddle handles, tempered safety glass, a standard dome light, and foam-insulated roof that prevents condensation and reduces noise, heat, and cold. The Master-Lite is available with a choice of rear- or side-door configurations, and a reinforced roof is available as an option for installation of the Masterack locking ladder rack.

Circle 208 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending October 10,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



Model	Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5.595	5.650	5.478
Sedan	5.671	5.729	5.558
88 BUICK SKYHAWK			
Coupe	4.534	4.583	4.444
Sedan	4.599	4.645	4.507
90 BUICK SKYLARK			
Cust Sedan	6.729	6.797	6.596
89 BUICK SKYLARK			
Cust Sedan	6.510	6.576	6.382
90 BUICK CENTURY			
Cust Sedan	8.310	8.393	8.142
89 BUICK CENTURY			
Cust Sedan	6.461	6.526	6.332
90 BUICK LESABRE			
Cust Sedan	10.657	10.766	10.446
89 BUICK LESABRE			
Cust Sedan	8.277	8.350	8.109
90 CADILLAC DEVILLE			
Coupe	17.360	17.472	16.955
Sedan	17.475	17.651	17.127
89 CADILLAC DEVILLE			
Coupe	14.398	14.542	14.111
Sedan	14.556	14.704	14.266
90 CADILLAC SEVILLE			
Sedan	17.883	18.062	17.524
89 CADILLAC SEVILLE			
Sedan	14.732	14.879	14.436
90 CHEVY BERETTA			
Coupe	7.736	7.815	7.582
89 CHEVY BERETTA			
Coupe	6.548	6.615	6.417
90 CHEVY CORSICA			
Hatchback 5 Dr	7.436	7.503	7.290
89 CHEVY CORSICA			
Hatchback 4 Dr	7.257	7.329	7.111
90 CHEVY CAVALIER			
Sedan	5.735	5.791	5.620
89 CHEVY CAVALIER			
Sedan	6.105	6.165	5.964
89 CHEVY CELEBRITY			
Sedan	5.834	5.893	5.715
88 CHEVY CELEBRITY			
Sedan	4.656	4.703	4.564
90 CHEVY CAPRICE			
Sedan	8.350	8.434	8.184
89 CHEVY CAPRICE			
Sedan	6.539	6.605	6.406
90 CHRYSLER LE BARON			
Sedan	9.318	9.411	9.134
89 CHRYSLER LE BARON			
Highline Sedan	6.234	6.295	6.105
90 CHRYSLER NEW YORKER			
Salon Sedan	11.086	11.196	10.866
89 CHRYSLER NEW YORKER			
Sedan	9.383	9.474	9.190
89 CHRYSLER FIFTH AVENUE			
Sedan	9.540	9.629	9.344
88 CHRYSLER FIFTH AVENUE			
Sedan	7.446	7.520	7.297
89 DODGE ARIES AMERICA			
Sedan	4.654	4.700	4.559
88 DODGE ARIES AMERICA			
Sedan	3.659	3.694	3.586
90 DODGE SHADOW			
Liftbk 5 Dr	6.346	6.411	[illegible]
89 DODGE SHADOW			
Liftbk 5 Dr	5.236	5.285	5.133
90 DODGE DYNASTY			
Sedan	8.538	8.623	8.368
90 FORD ESCORT			
Htchbk 4 Dr LX	5.520	5.576	5.408
89 FORD ESCORT			
Htchbk 4 Dr LX	4.418	4.460	4.329
90 FORD MUSTANG			
LX 4 Coupe	7.360	7.427	7.206
90 FORD TEMPO			
GL Sedan 4 Dr	6.475	6.542	6.344
89 FORD TEMPO			
GL Sedan 4 Dr	5.196	5.249	5.092
90 FORD TAURUS			
GL Sedan 4 Dr	8.914	9.004	8.736
89 FORD TAURUS			
GL Sedan 4 Dr	6.818	6.886	6.677
90 FORD CROWN VICTORIA			
Sedan	10.418	10.522	10.209
89 FORD CROWN VICTORIA			
Sedan	8.562	8.648	8.392
90 THUNDERBIRD			
Coupe	9.374	9.466	9.186
89 THUNDERBIRD			
Coupe	7.942	[illegible]	7.785
90 LINCOLN			
Town Car Sedan	17.661	17.835	17.309
Mark VII LSC Coupe	16.762	16.929	16.427
Continental Sedan	16.297	16.460	15.970
89 LINCOLN			
Town Car Sedan	13.031	13.164	12.771
Mark VII LSC Coupe	13.975	14.115	13.698
Continental Sedan	13.916	14.056	13.638
90 MAZDA 626			
LX Sedan 4 Dr	10.025	10.126	9.826
90 MERCURY COUGAR			
LS Coupe	10.080	10.179	9.878
89 MERCURY COUGAR			
LS Coupe	8.599	8.684	8.427
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6.692	[illegible]	6.663
89 MERCURY TOPAZ			
GS Sedan 4 Dr	6.236	[illegible]	6.029
90 MERCURY SABLE			
GS Sedan 4 Dr	9.027	9.114	8.844
89 MERCURY SABLE			
GS Sedan 4 Dr	6.875	6.933	6.731
90 MERCURY GRAND MARQUIS			
GS Sedan	13.875	13.987	13.655
89 MERCURY GRAND MARQUIS			
GS Sedan	[illegible]	9.196	[illegible]
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6.259	[illegible]	6.147
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4.563	[illegible]	4.418
90 NISSAN MAXIMA			
SE Sedan	14.447	14.593	14.300
89 NISSAN MAXIMA			
SE Sedan	[illegible]	[illegible]	12.098
90 NISSAN SENTRA			
Sedan 2 Dr	[illegible]	[illegible]	5.464
89 NISSAN SENTRA			
Sedan 2 Dr	[illegible]	[illegible]	4.184
90 NISSAN STANZA			
XE Sedan 4 Dr	[illegible]	[illegible]	[illegible]
89 NISSAN STANZA			
Notch 4 Dr	7.841	[illegible]	7.764
90 OLDS CIERA			
S Coupe	8.370	8.450	8.208
Sedan	8.022	8.104	7.862
89 OLDS CIERA			
Coupe	6.390	6.454	6.262
Sedan	6.461	6.526	6.332
90 OLDS CALAIS			
Sedan	6.852	6.920	6.716
89 OLDS CALAIS			
Sedan	5.968	6.028	5.849
90 OLDS CUTLASS SUPREME			
Coupe	9.240	9.331	9.054
89 OLDS CUTLASS SUPREME			
Coupe	7.440	7.516	7.293
90 OLDS 98 REGENCY			
Sedan	13.382	13.517	13.115
89 OLDS 98 REGENCY			
Sedan	10.294	10.398	10.086
89 PLYMOUTH RELIANT			
Sedan	4.629	4.677	4.540
88 PLYMOUTH RELIANT			
Sedan	3.659	3.693	3.588
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	6.328	6.392	6.204
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5.236	5.285	5.133
89 PLYMOUTH GRAN FURY			
Salon Sedan	4.812	4.860	4.716
88 PLYMOUTH GRAN FURY			
Salon Sedan	3.799	3.837	3.727
90 ACCLAIM			
Sedan	7.191	7.263	7.048
90 PONTIAC SUNBIRD			
LE Sedan	6.574	6.637	6.439
SE Coupe	6.804	6.873	6.667
89 PONTIAC SUNBIRD			
LE Sedan	5.464	5.519	5.354
SE Coupe	5.611	5.668	5.500
90 PONTIAC 6000			
LE Sedan	8.209	8.293	8.043
89 PONTIAC 6000			
Sedan	6.070	6.128	5.948
90 PONTIAC GRAND AM			
LE Sedan	7.765	7.843	7.610
89 PONTIAC GRAND AM			
LE Sedan	6.458	6.523	6.330
90 PONTIAC BONNEVILLE			
LE Sedan	10.681	10.090	10.469
89 PONTIAC BONNEVILLE			
LE Sedan	8.223	8.304	8.060
90 PONTIAC GRAND PRIX			
Coupe	9.450	9.543	9.256
89 PONTIAC GRAND PRIX			
Coupe	7.561	7.637	7.409
90 SUBARU LEGACY			
Sedan 4Dr	8.344	8.424	8.258
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9.820	9.919	9.723
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8.089	8.169	8.009
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7.480	7.556	7.408
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6.331	6.394	6.267
90 TOYOTA CRESSIDA			
Sedan Deluxe	15.536	15.691	15.381
89 TOYOTA CRESSIDA			
Sedan Deluxe	12.897	13.028	12.769
90 VOLKSWAGEN JETTA			
Sedan 4 Dr	8.274	8.358	8.188
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6.760	6.829	6.692
90 VOLVO			
240 DL Sedan	12.813	12.941	12.687
89 VOLVO			
240 DL Sedan	10.798	10.906	10.690

PRODUCTS/SERVICES

Down unit will lift, slide, secure, and lock the ladder on the ladder rack bows. *The Crown Divisions.*

Circle 204 on Inquiry Card

DINERS CLUB FREQUENT BUSINESS TRAVELERS PROGRAM is targeted at travelers who take 10 or more business trips per year. Points are earned for every eligible dollar charged to the card, which can be redeemed for merchandise, leisure travel packages, and extra frequent travel miles and points from major travel suppliers. Other benefits include: up to $25,000 primary collision damage insurance on car rentals charged to the card, insurance for baggage, air travel accident insurance, and access to more than 70,000 automated teller machines worldwide. *Citicorp Diners Club Inc.*

Circle 205 on Inquiry Card

NEW HAZARDOUS WASTE DISPOSAL SOLUTION offered by Safety-Kleen Corp. The new product contains and absorbs small spills and leaks at automotive repair and industrial firms. Safety-Kleen Absorbent is made from all-natural, ground corn cob, a renewable and fuel-blendable resource. The corn absorbent functions as well as clay, which has been a popular absorbent for years. Clay, however is disposed of in landfills after use and many fluids absorbed by clay are considered hazardous wastes. Safety-Kleen is blended into fuel and burned to recover its fuel value. *Safety-Kleen Corp.*

Absorbent
3391
S
Safety-Kleen

Circle 206 on Inquiry Card

NEW DEVICE ELIMINATES PARKING TICKETS. The "Parking Timer" key will alert the user when the set time has expired. It will also sound the alarm at both 10 minutes and five minutes remaining, giving the user enough time to avoid a ticket. Its 15-hour capacity makes it useful in any parking situation. *Charles Allyn International.*

Circle 207 on Inquiry Card

CLASSIFIED

Attention Classified Advertisers:

RATES:

- $100.00 per column inch (1 column inch = 2 3/16")
- $90.00 per column inch if you run in 6 consecutive issues
- No charge for typesetting
- Prepayment required by check or charge on Visa or Mastercard

SPACE CLOSING:

- The first of the preceeding month

Simply Call or Write:

AUTOMOTIVE FLEET
Attn: Maria Angell
2512 Artesia Blvd.
Redondo Beach, CA 90278
(213) 376-8788

GAS PRICES

UNLEADED GAS
Cost Per Gallon

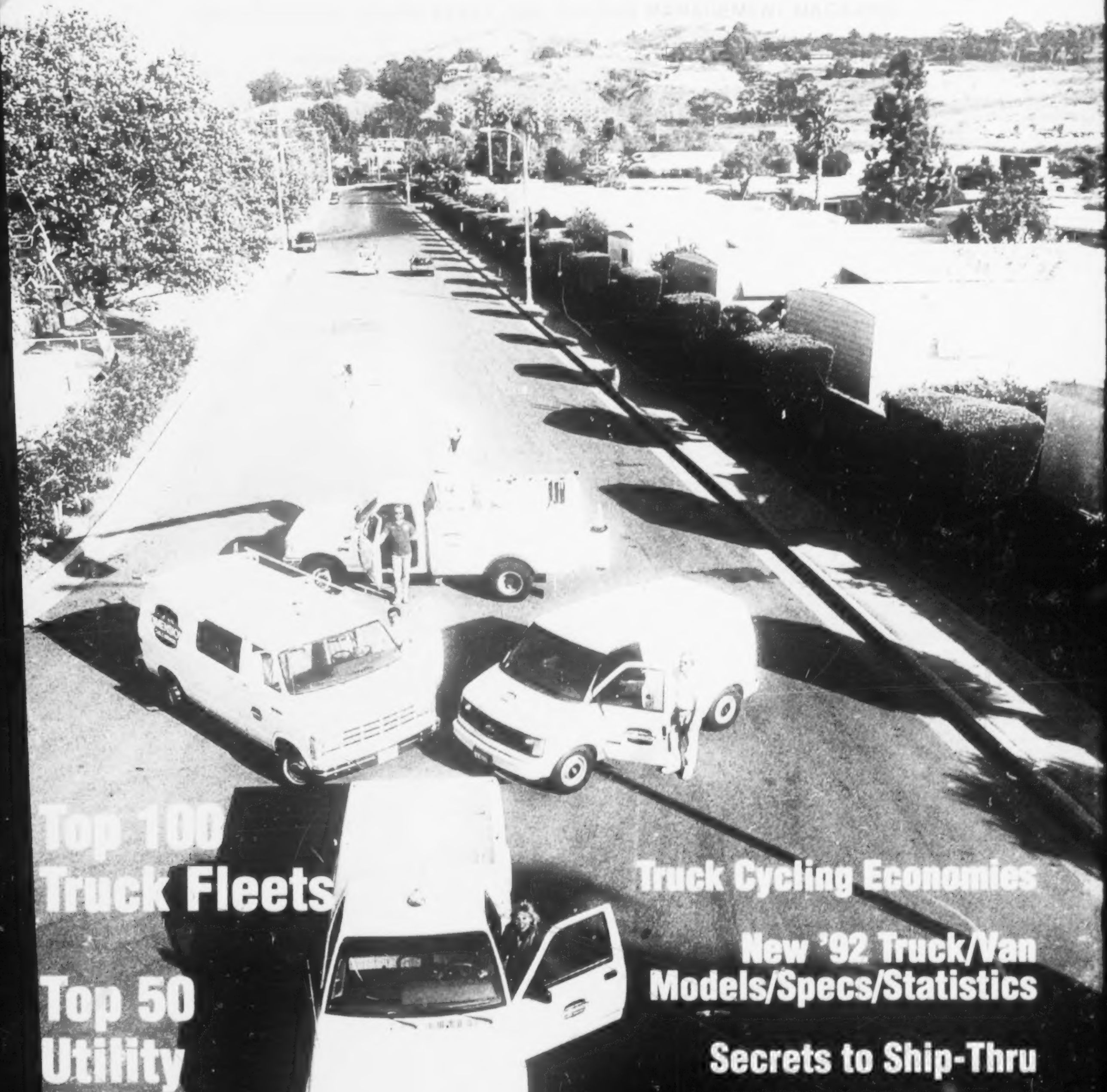
City	Full-Serve	Self-Serve
Juneau, AK	175.9¢	152.9¢
Birmingham, AL	127.9	106.4
Tucson, AZ	125.4	91.2
Oakland, CA	149.6	116.9
Hartford, CT	140.9	128.6
Maui, HI	207.9	157.6
Rockford, IL	148.7	113.7
Louisville, KY	138.9	100.9
Minneapolis, MN	161.6	118.9
Rolla, MO	114.9	90.6
Brooklyn, NY	136.7	120.9
Tulsa, OK	145.2	99.9
Charleston, SC	127.4	104.9
Corpus Christi, TX	134.4	108.4
Seattle, WA	147.9	115.4

The average U.S. full-serve gasoline price for the month of October was 137.6 cents per gallon.
The average U.S. self-serve gasoline price for the month of October was 115.2 cents per gallon.
Survey conducted during the first five working days of October 1991.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

december 1991

automotive FLEET

MANAGEMENT MAGAZINE



Top 100 Truck Fleets

Top 50 Utility Fleets

Truck Cycling Economies

New '92 Truck/Van Models/Specs/Statistics

Secrets to Ship-Thru

Vendor Directory

automotive
FLEET®

BOBIT PUBLISHING

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

December 1991
VOL. 31, NO. 2

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 34 *— The 1992-model year for trucks and vans offers more horsepower and lower emissions.*

Page 45 *— Customized truck bodies, van interiors, and other aftermarket products can equip service vehicles for a variety of fleet purposes.*

Top 100
Truck Fleets
Top 50
Utility
Fleets
Truck Cycling Economics
New '92 Truck Van
Models/Specs/Statistics
Secrets to Ship Thru
Vendor Directory

On the Cover: *The fleet of Times Mirror Cable in San Juan Capistrano, CA uses a diverse model mix of pickups, vans, and medium-duty vehicles to complete its work.*

Features

18 **Light and Medium Truck Statistics**
Industry sales figures for domestic and import manufacturers show that truck sales are expected to increase in 1992.

34 **1992-Model Year Trucks and Vans Showcase Technology**
Powertrain changes dominate this year's light- and medium-duty truck and van market.

40 **The Economics of Cycling Fleet Trucks**
Accurately projecting the residual values of used trucks allows fleet managers more control over their budgets.

45 **New Products from Truck Body Upfitters/Manufacturers**
A showcase of new products from truck and van upfitters and truck body manufacturers and distributors.

52 **NHTSA Releases Rules for Light-Duty Pickups**
Rules affecting the manufacture of light-duty pickups through the 1995-model year.

53 **The Job and Price Determine Service Vehicle Body Selection**
The nation's Top 100 truck and van fleets were surveyed to determine what auxiliary truck and van equipment they use most and why.

59 **Service Van Interior Manufacturer Buyers' Guide**
A handy reference chart for determining which manufacturer offers the van interior system right for your application.

60 **Factory Ship-Through Programs Expedite Upfitting**
Providing equipment installation near the point of a vehicle's manufacture offers cost-savings and uniform quality.

62 **Carl Bergman: Shaping the Future of Ford's Fleet Office**
Ford Fleet's new general fleet manager speaks out on the new directions the company will be taking in 1992.

68 **Truck and Van Vendor Directory**
A comprehensive listing of upfitters, leasing companies, and equipment and accessory manufacturers serving the truck and van market.

71 **1992-Model Year Truck and Van Specifications**
A model-by-model listing of specifications for Class 1 through Class 5 trucks and vans.

75 **The 1991 Top 100**
Automotive Fleet's *annual listing of the largest commercial utility rental truck and van fleets of Class 1 through Class 5 trucks and vans.*

91 **1991 Top 50 Utility Truck and Van Fleets**
A national listing of the largest utility vehicle fleets.

Departments

Letters 8
Industry News 12
Hotline 17
Light Truck & Van News 92
Personnel Personals 96
Leasing 97
Used-Car Prices 100
Products/Services 102
Classified 104
Gas Prices 104
Calendar/Ad Index 105
Editorial 106

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly except twice in April - Annual Fact Book issue, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $32 per year; Canada $40 per year; Foreign $50 per year. Single copy price – $3; Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes: *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, Nail Technician News,* and *Showcase USA*.

on the basis of actual test experience and extensive research, Amoco believes that CNG is the most economically viable and cost-effective fuel alternative.

Fleets Emphasize Safe Driving

Fleets are imposing stricter penalties for driver accidents or violations of traffic law, along with implementing defensive driving programs and other measures to make fleet vehicles safer, according to a recent industry survey.

Fleets with Some Vehicles Equipped with Air Bags

Business	Utility	Government
53%	41%	53%

Percentage of Newest Vehicles in Fleets Equipped with Air Bags

Business	Utility	Government
22%	21%	23%

Percentage of Newest Vehicles in Fleets Equipped with Anti-lock Brakes

Business	Utility	Government
20%	19%	21%

Employee discharge ranks as the number one penalty for drivers involved in an accident or traffic violation while intoxicated and driving their company car, according to the survey conducted by Runzheimer International. To address the drunk-driving problem, a majority of the fleets responding to the survey offer substance abuse counseling to drivers. Seventy-one percent of utility fleets, 64 percent of government fleets, and 43 percent of business fleets have programs to counsel drivers with drinking- or drug-related problems.

According to the survey, the most commonly cited reasons for adopting stricter fleet safety standards are to control rising insurance costs; to minimize loss of employee and vehicle productivity because of accidents; and to avert lawsuits when a corporation is identified as either owning or leasing a vehicle involved in an accident.

The survey also reveals that companies are making a practice out of checking employees' driving records both prior to employment and periodically after employment. Fifty-eight percent of the surveyed business fleets check driver's records both before and during employment.

To make fleet vehicles safer, air bags and anti-lock braking systems (ABS) are becoming increasingly common features on fleet vehicles. The chart (see above) illustrates the safety feature purchasing choices for busi-

WE DON'T HAVE:
A CORPORATE JET!
A CHAMPIONSHIP
RACE CAR!
OR
A NETWORK OF SALES PERSONNEL
ACROSS THE COUNTRY!

WE DO HAVE

THE BEST SERVICE!
FROM PICKUP TO PROCEEDS
MISSION CITY AUTO AUCTION
IS #1

STILL FAMILY OWNED AND OPERATED, OVER 14 YEARS.
WE OFFER THE PERSONAL SERVICE
YOU'VE COME TO EXPECT & DESERVE.

SAN DIEGO'S #1 AUCTION
MISSION CITY
AUTO AUCTION

2175 Cactus Road, San Diego, CA 92173
Tel: (619) 661-5565 • Fax (619) 661-5570

Jack Shirey Jr., Fleet/Lease Manager
Sale Every Thursday 11 a.m.
Servicing all Major Banks, Lease Companies, Rental Fleets
THROUGHOUT THE SOUTHWESTERN UNITED STATES.
INDUSTRY REFERENCES AVAILABLE ON REQUEST.
"Our Future Depends On The Service We Provide Today!"
Compare — And See For Yourself.

Circle 107 on Inquiry Card

ness, utility, and government fleets.

Oldsmobile Offers Fleet Driver Safety Program

Oldsmobile has announced a driver safety program for all 1992-model Cutlass Supreme models. A minimum delivery of 50 General Motors "W" cars is required to qualify for the allowance.

For every qualifying 1992 Cutlass Supreme purchased or leased by a fleet, Oldsmobile will reimburse up to $100 toward the cost of an approved driver's safety class for company drivers. Oldsmobile will also reimburse fleets up to an additional $50 for each qualifying 1992 Cutlass Supreme for the purpose of enabling companies to present drivers with Safe Driver of the Year awards. Oldsmobile's area fleet managers must approve the driver safety programs before any incentives can be paid.

Similar fleet safety programs are currently being offered by the Buick and Chevrolet divisions.

Anglo American Purchases Auto Salvage Auction

With the purchase of O'Hare Auto Auction of Bensenville, IL, Anglo American Auto Auctions has entered the auto salvage business, according to Michael Richardson, Anglo American's president and chief executive officer. Located south of the O'Hare airport, the auction sells theft-recovered and salvage vehicles to automotive rebuilders, parts dealers, and salvage yards.

Former O'Hare Auto Auction owner Jonathan Grannis will become vice president of Anglo American Salvage Auctions Inc., and general manager of the auction. Steve Perna, vice president of Anglo American Management Services, will be the director of the subsidiary company.

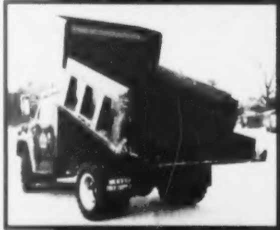
Also, Anglo American Management Services has moved to new offices. AA Collateral Recovery Inc and Anglo American Salvage Auctions Inc. will also have their headquarters offices at this new address: 3721 Ventura Drive, #160, Arlington Heights, IL, 60004. The phone and fax numbers will remain the same.

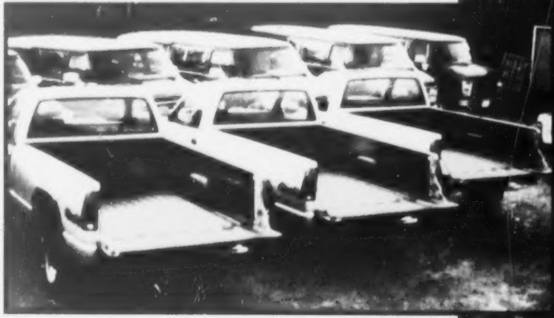
In other Anglo American news, Richardson was named to the National Auto Auction Association (NAAA) Hall of Fame at the NAAA's recent annual convention in Nashville, TN. Each year, the association inducts one representative of the auction industry.

"Mike Richardson has meant a great deal to the auction industry," said NAAA Chairman Omar Landis in making the award presentation. "He has introduced countless innovations and has maintained the highest level of integrity, and we are very pleased the he has received our association's highest honor."

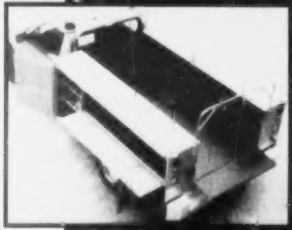
Preventative Medicine.

Rhino Linings is the best way to extend the service life of your fleet utility vehicles. Rhino Linings is a 100% polyurethane, sprayed on protection. Rhino Linings resists corrosion and prevents rust damage and is proven durable worldwide for over 12 years. Rhino Linings customers include some of the largest fleets in a wide range of applications. Rhino Linings will also preserve the cosmetics of you vehicle and because it's sprayed on it can be textured or smooth up to 1/2" thick. Spray your fleet today and it will be here tomorrow.





For more information about how Rhino Linings can preserve your fleet, or to find the Rhino Linings dealer nearest you call toll free 1-800-447-1471

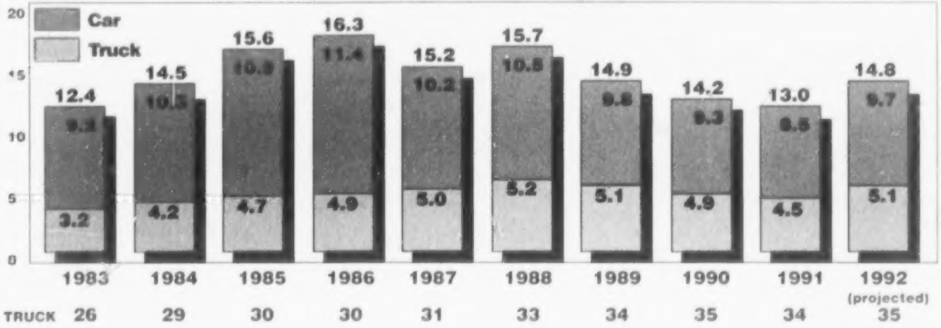


Rhino Linings
Call Today
1•800•447•1471

Circle 123 on Inquiry Card

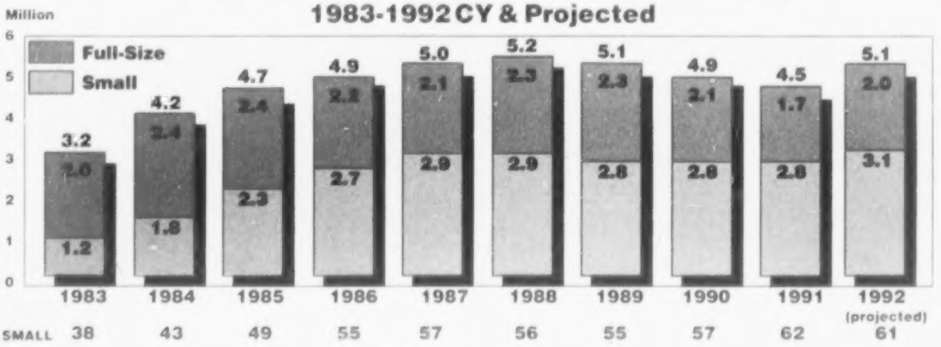
U.S. Light Truck Statistics

Total Industry Sales — Cars vs. Trucks
1983-1992 CY & Projected



Trucks sales have been on the increase since 1983–going from 3.2 million and only 26 percent of the industry to the all-time industry record in 1988, with decreases in 1989 to 1991; they are expected to increase in 1992.

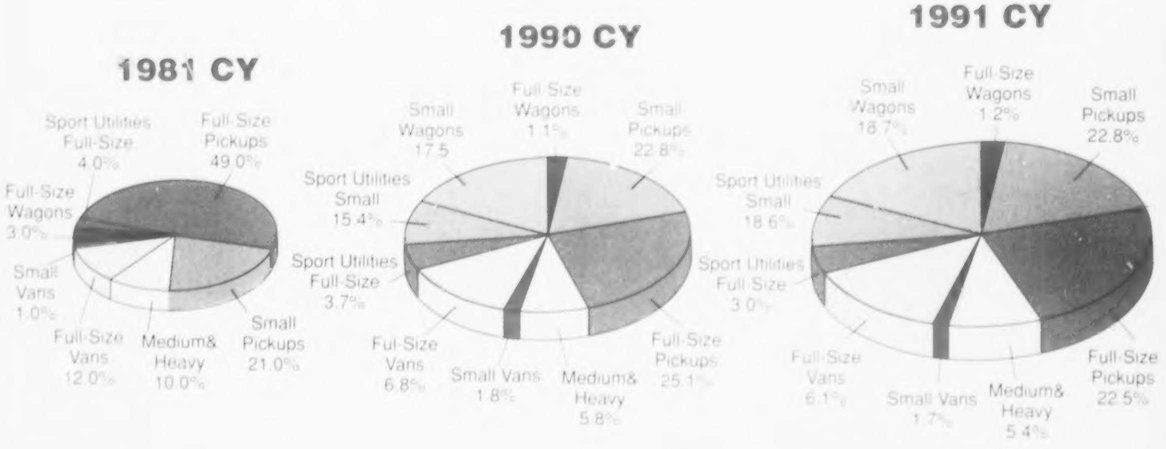
Total Industry Truck Sales - Small vs. Full Size
1983-1992 CY & Projected



In 1983, only 1,200,000 small trucks were sold for 38 percent of the market. In contrast, 1991 saw 2.8 million small trucks sold for 62 percent of the market. These 2.8 million small trucks were nearly the entire truck market in 1983.

Truck Market

Total Registrations



Circle 147 on Inquiry Card

U.S. Light and Medium Truck Statistics

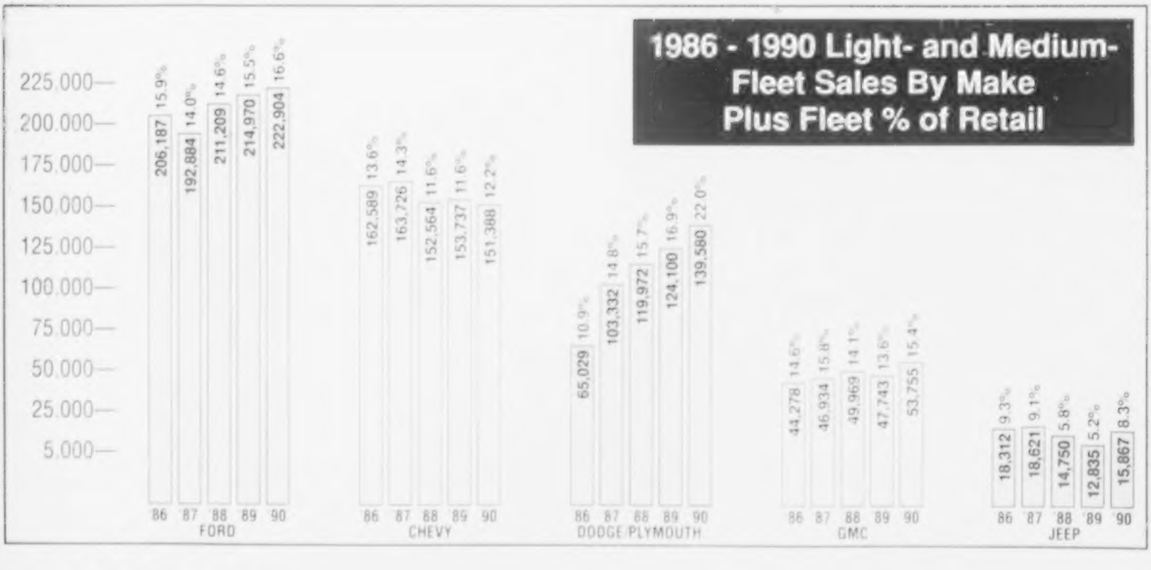
New 1982 to 1991 Classes 1 - 5 Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet *Research Dept.*

MAKE	1982*	1983*	1984*	1985*	1986	1987	1988	1989	1990	8 mos. YTD 1991
CHEVY	726,358	891,125	1,072,231	1,209,012	1,198,856	1,145,472	1,314,657	1,323,305	1,240,062	707,831
	97,514	90,688	133,969	174,500	162,589	163,726	152,564	153,737	151,388	114,096
	13.4%	10.2%	12.5%	14.4%	13.6%	14.3%	11.6%	11.6%	12.2%	16.1%
FORD	689,941	905,846	1,111,832	1,189,053	1,296,181	1,376,037	1,443,060	1,388,760	1,340,342	675,770
	101,471	106,263	142,163	220,308	206,187	192,884	211,209	214,970	222,904	140,145
	14.7%	11.7%	12.8%	18.5%	15.9%	14.0%	14.6%	15.5%	16.6%	20.7%
GMC	186,257	224,718	268,858	309,125	304,133	296,435	354,282	350,039	348,705	229,428
	23,772	23,244	37,685	43,403	44,278	46,934	49,969	47,743	53,755	42,474
	12.8%	10.3%	14.0%	14.0%	14.6%	15.8%	14.1%	13.6%	15.4%	18.5%
DODGE & PLYMOUTH	228,232	263,687	503,967	606,388	596,159	697,773	763,309	735,184	634,931	427,471
	29,078	28,491	53,727	112,677	65,029	103,332	119,972	124,100	139,580	114,437
	12.7%	10.8%	10.7%	18.6%	10.9%	14.8%	15.7%	16.9%	22.0%	26.8%
JEEP	62,097	76,453	148,040	181,939	195,973	203,625	253,454	249,170	191,805	112,713
	3,816	1,947	5,971	18,222	18,312	18,621	14,750	12,835	15,867	11,597
	6.1%	2.5%	4.0%	10.0%	9.3%	9.1%	5.8%	5.2%	8.3%	10.3%
DOMESTIC TOTAL	1,892,885	2,361,829	3,104,928	3,495,517	3,591,302	3,719,342	4,128,762	4,046,458	3,755,845	2,153,213
	255,651	250,633	373,515	569,110	496,395	525,497	548,464	553,385	583,494	422,749
	14.0%	11.0%	12.0%	16.0%	14.0%	14.0%	13.0%	14.0%	15.5%	19.6%
IMPORT TOTAL	310,809	414,951	611,346	782,795	881,725	700,703	622,401	568,397	506,284	295,207
	26,558	43,382	77,563	99,201	108,240	49,788	49,835	49,379	40,511	25,331
	9.0%	10.0%	13.0%	13.0%	12.0%	7.0%	8.0%	8.0%	12.5%	11.7%
INDUSTRY TOTAL	2,203,694	2,776,780	3,716,274	4,278,312	4,473,027	4,420,045	4,751,163	4,614,855	4,262,129	2,448,420
	282,209	294,015	451,078	668,311	604,644	575,285	598,299	602,764	624,005	448,080
	13.0%	11.0%	12.0%	16.0%	14.0%	13.0%	13.0%	13.0%	14.6%	18.3%

*Light Duty Truck Registrations Only

Total | Fleet | % Fleet



1986 - 1990 Light- and Medium-Fleet Sales By Make Plus Fleet % of Retail

Circle 147 on Inquiry Card

Import Light and Medium Truck Statistics

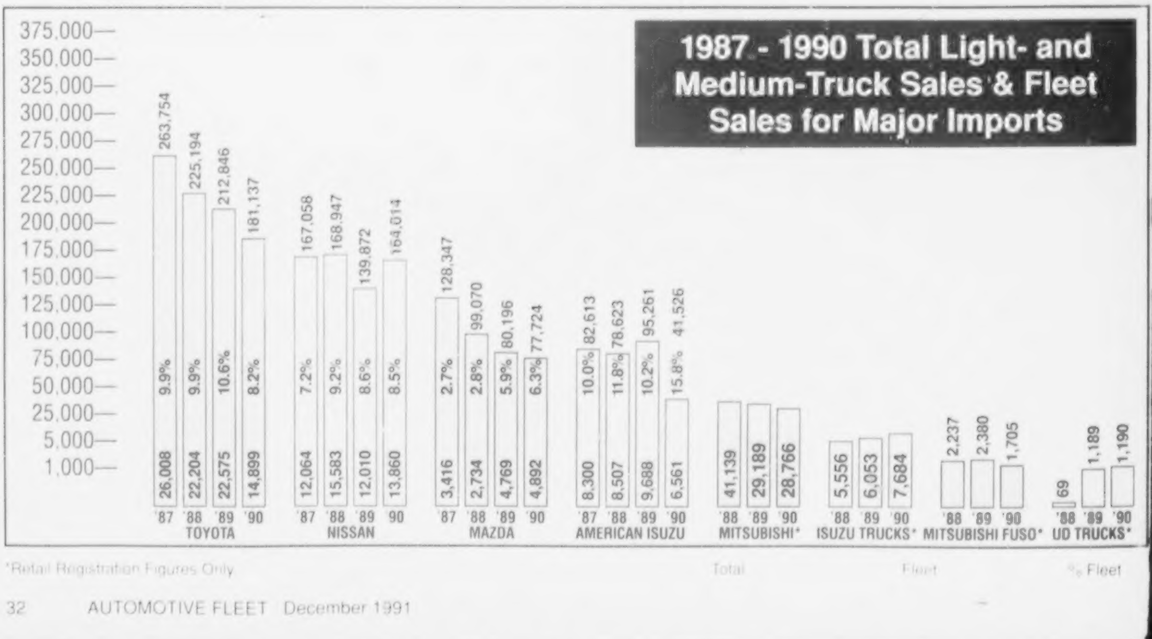
New 1982 to 1991 Classes 1 - 5 Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet *Research Dept.*

MAKE	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989	1990	8 mos YTD 1991
TOYOTA	143,439	170,000	244,072	327,989	381,861	263,754	225,194	212,846	181,137	105,611
	10,936	23,387	41,860	61,517	72,184	26,008	22,204	22,575	14,899	**9,392**
	7.6%	13.8%	17.2%	18.8%	18.9%	9.9%	9.9%	10.6%	8.2%	**8.9%**
NISSAN	106,440	132,088	194,414	256,313	215,000	167,058	168,947	139,872	164,014	101,954
	13,430	12,073	19,491	23,156	18,030	12,064	15,583	12,010	13,860	**10,349**
	12.6%	9.1%	10.0%	9.0%	8.4%	7.2%	9.2%	8.6%	8.5%	**10.2%**
MAZDA	40,661	75,751	118,368	114,614	157,127	128,347	99,070	80,196	77,724	44,591
	2,192	5,747	6,610	6,544	10,103	3,416	2,734	4,769	4,892	**2,564**
	5.3%	7.5%	5.6%	5.7%	6.4%	2.7%	2.8%	5.9%	6.3%	**5.8%**
AMERICAN ISUZU	17,669	26,211	37,443	52,305	86,680	82,613	78,623	95,261	41,526	22,838
		2,175	9,602	7,984	7,932	8,300	8,507	9,688	6,561	**3,026**
		8.3%	25.6%	15.3%	9.2%	10.0%	11.8%	10.2%	15.8%	**13.2%**
MITSUBISHI	931	9,222	14,943	27,100	34,985	51,862	41,139	29,189	28,766	13,270
							807	337	299	**34**
							2.0%	1.2%	—	—
IVECO	1,669	1,679	2,106	1,948	1,411	1,268	1,556	1,411	2,538	1,457
ISUZU TRUCK				2,526	4,661	4,825	5,566	6,053	7,684	5,486
MITSUBISHI FUSO						976	2,237	2,380	1,705	N/A
UD TRUCKS–NISSAN DIESEL AMERICA							69	1,189	1,190	N/A
IMPORT TOTAL	310,809	414,951	611,346	782,795	881,725	700,703	622,401	568,397	506,284	295,207
	26,558	43,382	77,563	99,201	108,249	49,788	49,835	49,379	40,511	**25,331**
	9.0%	10.0%	13.0%	13.0%	12.0%	7.0%	8.0%	8.0%	12.5%	**11.7%**

*Light Duty Truck Registrations Only

Total | Fleet | % Fleet



1987 - 1990 Total Light- and Medium-Truck Sales & Fleet Sales for Major Imports

*Retail Registration Figures Only

Total Fleet % Fleet

The Job and Price Determine Service Vehicle Body Selection

But what are the other factors used by fleet managers in selecting service bodies and other auxiliary equipment for trucks and vans? To get the answer to this and other questions, the nation's Top 100 truck fleets were surveyed.

The primary criteria used by fleet managers in selecting service bodies and other auxiliary truck equipment are satisfying job organizational requirements based on a vehicle's fleet application and the pricing economies provided by equipment manufacturers, according to a first-ever survey of the nation's 100 largest truck fleets conducted by *Automotive Fleet*.

Surveyed were 100 commercial, utility, and truck rental fleets which altogether operate 536,401 Class 1-5 trucks and vans. (For a complete listing of the companies surveyed, see page 76.)

Vans represented the largest vehicle type among the surveyed fleets, accounting for 321,841 units. Altogether, 63 percent of the surveyed vans had some type of add-on equipment installed, with shelving being the most common fixture. (See Chart 1.) The other truck types included in the survey were light-duty pickups and cab/chassis units.

Among the 85,825 pickup trucks included in the survey, the number one criterion for selecting add-on equipment was price, which represented 34 percent of the responses. The primary types of add-on equipment installed on light-duty pickups were tool boxes and other accessory equipment such as parts storage bins. For light-duty pickups requiring an enclosure, 28 percent were equipped with a shell cap, while bedliners were installed in 27 percent of the vehicles. Thirteen percent of the pickup trucks in the surveyed fleets had no bed equipment added to them.

The most popular equipment ordered for Class 1-5 cab/chassis units were service bodies, which were installed on 63 percent of the 128,735 units surveyed. Stake bodies represented 20 percent of all installations, with the remaining 17 percent of the cab/chassis models being equipped with some type of truck bed system such as a cherry picker or hoist. →

Percentage of Vehicles by Type of Equipment Installed

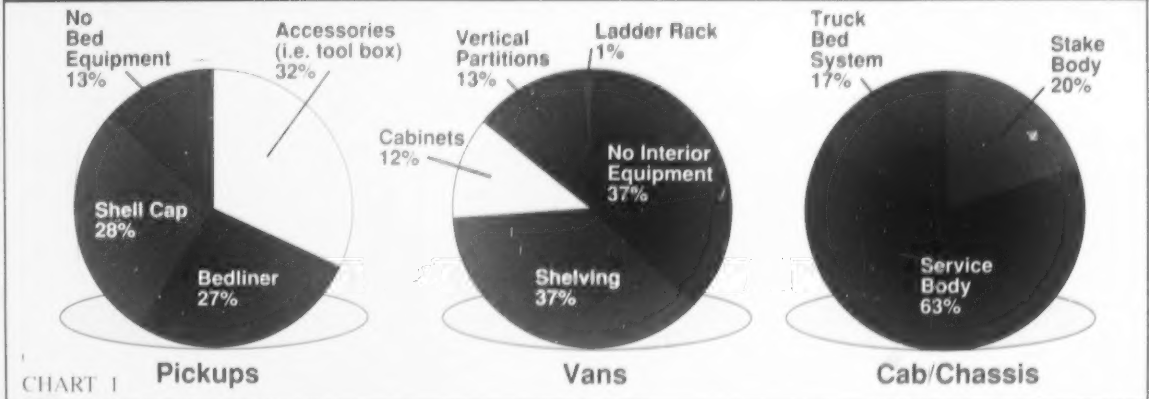
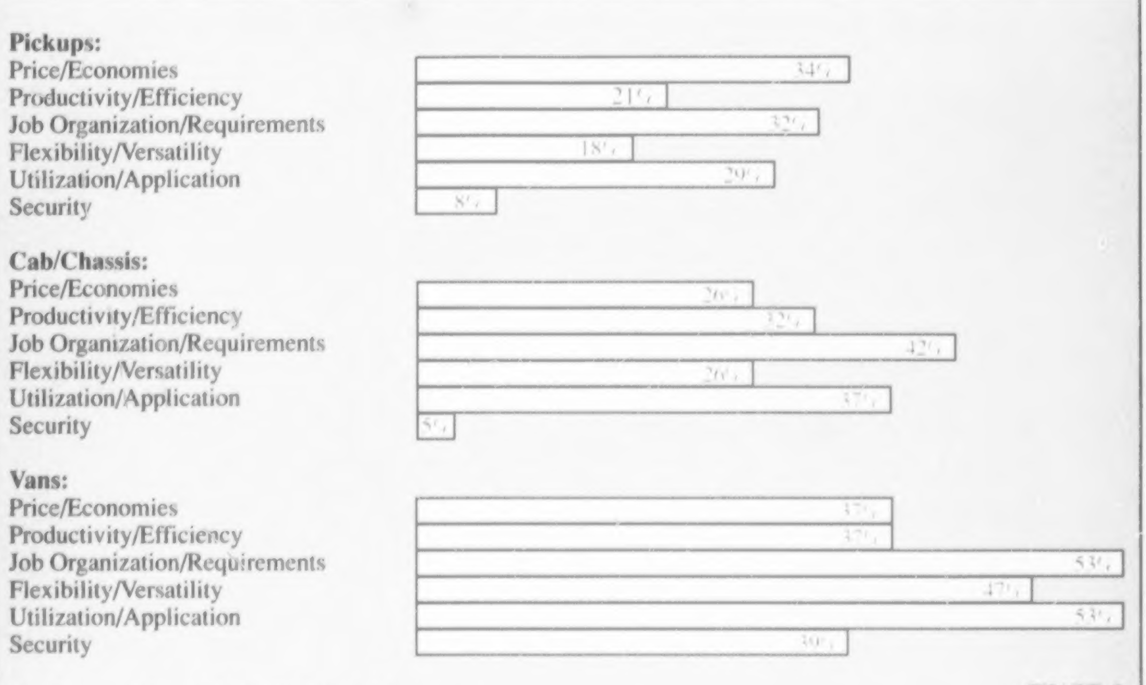


CHART 1

Selection Criteria: Why Do You Choose a Particular Product?



Note: Percentages do not add up to 100 due to multiple responses

CHART 2

Total Number of Trucks and Vans Surveyed

Vehicle Type	Number in Service	Percentage of Surveyed Fleets
Pickups	85,825	16%
Cab/Chassis	128,735	24%
Vans	321,841	60%
Total Units	536,401	

CHART 3

Estimated 1992 Service Vehicle Purchases*

	Projected Purchases*	Percentage of Fleet
Pickups	15,449	18%
Cab/Chassis	18,907	7%
Vans	54,713	17%
Total Units to be Purchased	89,069	

* Based on a survey of the nation's 100 largest truck and van fleets

CHART 4

Industries Responding by Percentage of Total Responses

Utility	16%
Food/Beverage	11%
Construction	3%
Petroleum	11%
Service	16%
Insurance	13%
Funeral	3%
Laundry	3%
Electronics	5%
Pharmaceutical	11%
Rail Transportation	3%
Manufacturing	8%
Tobacco	3%

CHART 5

The 1991 Top 100

Truck & Van Fleets (Includes Classes 1-5 Vehicles)

'91 Rank	90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
*1	1	United Parcel Service Greenwich, CT	Don Parkinson	X	—	62,000
*2	2	U-Haul Phoenix, AZ	Harry DeShong	X	—	41,000
*3	3	BellSouth Atlanta, GA	Stuart Colman	X	—	28,530
*4	4	GTE Dallas, TX	John Beck	X	—	27,065
*5	5	Federal Express Corp. Memphis, TN	Jim Gwinner	X	Fleetmark, ARI	24,316
*6	6	Quality Bakers America Greenwich, CT	David I. Armstrong	X	—	17,000
*7	7	US West, Inc. Englewood, CO	Scott Madsen	X	—	16,844
*8	8	Pacific Bell San Ramon, CA	M.H. Oxford	X	—	16,000
*9	9	Sears, Roebuck and Co. Chicago, IL	William Jones III	X	—	15,006
10	10	Frito Lay, Inc. Dallas, TX	Tom Smith	X	—	11,000
11	22	Xerox Corp. Rochester, NY	Ron Pink Arian Guess	—	GE Capital	10,000
*12	11	Penske Truck Leasing Reading, PA	Vincent W. Hartnett	X	—	9,173
13	12	Continental Baking Co. St. Louis, MO	Paul Walsh J.L. Eber	X	—	8,868
*14	13	New York Telephone Brooklyn, NY	Carl Monheit	X	—	8,300
*15	15	Airborne Freight Corp. Seattle, WA	Martin Langley	X	—	6,500
*16	16	Contel Atlanta, GA	Susan Doyle	X	—	6,354
*17	17	Chesapeake & Potomac Silverspring, MD	James Boles	X	—	6,142
*18	18	Borden Columbus, OH	Al Botbyl (Dairy) Bill Talmadge (Packaging) Frank Smepak (Snacks) Jim Pryor (Groceries)	X	Bank Amerilease Beafinser Ryder Truck Rental	6,085

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
*19	19	**ARA Services** **Philadephia, PA**	**Ralph Jamic** **Kamran Partow**	**X**	**GE Capital**	**5,885**
20	23	Chemlawn Columbus, OH	Ken Cheverko	X	BLC Truck Leasing Triathalon	5,308
21	**20**	**Interstate Brands Corp.** **Kansas City, MO**	**Gary Pasche**	**X**	**—**	**5,190**
22	21	GTE Florida Tampa, FL	Doug Carr	X	—	5,111
23	**25**	**Shell Oil Co.** **Houston, TX**	**Larry Leverett** **Doug Wildman**	**X**	**GE Capital**	**4,544**
24	27	Campbell Taggart, Inc. Dallas, TX	Ray Grzywinski	X	—	4,200
25	**35**	**Ashland Oil Inc.** **Ashland, KY**	**William D. Bloss** **Steve Stewart**	**X**	**BLC Corp.**	**4,191**
26	—	Service Corporation Houston, TX	Allen Belizoni	X	Wheels PHH FleetAmerica	4,151
27	**26**	**Rollins Inc.** **Atlanta, GA**	**John Willis**	**—**	**B&M** **World Omni**	**4,033**
*28	29	So. Cal. Edison Pomona, CA	D.N. Smith	X	—	3,950
***29**	**30**	**VPSI** **Detroit, MI**	**Stephen D. Grafe**	**X**	**—**	**3,930**
30	31	Amoco Corp. Chicago, IL	Richard Lynch	X	PHH FleetAmerica GE Capital	3,675
***31**	**32**	**Consolidated Edison** **New York, NY**	**Joe Schiavone**	**X**	**—**	**3,600**
*32	33	Southern New England Telecommunications Corp. New Haven, CT	Ed Bouvier	X	—	3,578
***33**	**34**	**Texaco Inc.** **White Plains, NY**	**Art Fritz**	**—**	**PHH FleetAmerica**	**3,575**
*34	66	Goodyear Tire & Rubber Akron, OH	George Platis	X	PHH FleetAmerica	3,542
***35**	**36**	**CSX Transportation** **Jacksonville, FL**	**Jim Fronckoski** **Mark Gast**	**X**	**—**	**3,530**
*36	37	Emery Worldwide Palo Alto, CA	Dean Wright, Jr.	X	Penske Truck Leasing	3,500
***37**	**38**	**American Elec. Power** **Service Corp.** **Columbus, OH**	**Richard Stage** **Kevin Dinan**	**—**	**BLC Corp.**	**3,450**
*38	*39	Service America Corp. Stamford, CT	Wilbur O. Wachter	X	Wheels PHH FleetAmerica	3,439
***39**	**41**	**Exxon U.S.A.** **Houston, TX**	**John W. Dewees**	**X**	**—**	**3,300**
*40	42	Duke Power Co. Charlotte, NC	Ray Hall	X	—	3,210

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
41	43	TW Services Spartanburg, SC	Helen Cook	X	ARI	3,200
*42	44	Dept. of Water & Power City of Los Angeles Los Angeles, CA	Charles DeVore	X	—	3,128
43	55	Phillips Petroleum Bartlesville, OK	James I. Grillot	X	—	3,069
*44	48	Entemann Bakery, Inc. Bay Shore, NY	Gene Bianco	X	—	3,010
*45	50	General Public Utilities Parsippany, NJ	James Williams	X	—	3,000
*46	—	Philip Morris USA New York, NY	Gregory Tarring	—	PHH FleetAmerica GE Capital	3,000
*47	51	Siemens Corp. Iselin, NJ	John Connelly	—	ARI	3,000
*48	52	Tenneco, Inc. Houston, TX	Tiny Robertson	X	—	3,000
*49	53	Terminix, Int'l. Memphis, TN	Andy Gunnell	—	Wheels	3,000
*50	54	Alabama Power Co. Birmingham, AL	Ron Allums	X	—	2,931
*51	43	ADT Security Systems Parsippany, NJ	John Africano	X	GE Capital	2,900
*52	57	Johnson Controls Milwaukee, WI	Bob Borchert	X	GE Capital, Wheels Southgate	2,830
*53	58	Suburban Propane/Petrolane Long Beach, CA	Wally Evart	X	—	2,800
54	59	Burlington Northern RR St. Paul, MN	John Long	X	—	2,700
*55	60	Carolina Telephone Co. Tarboro, NC	H.C. Davis	X	—	2,700
*56	61	United Artists Denver, CO	Fran Spenser	X	—	2,650
57	47	GE Consumer Service Louisville,KY	Phil Schilling	X	GE Capital	2,626
*58	63	Virginia Power Norfolk, VA	John Kirkland	X	—	2,549
*59	64	Bell Telephone of PA Norristown, PA	T.A. Laffert	X	—	2,530
*60	65	Consumers Power Co. Jackson, MI	Mark Brennan	X	—	2,500
61	76	Cox Enterprises, Inc. Atlanta, GA	Patsy Brownson	X	ARI, Wheels	2,481
62	68	Norfolk Southern Roanoke, VA	Sam Hammett	X	—	2,478

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
*63	70	Dow Chemical USA Midland, MI	Tom Madden Sue Soper	—	McCullagh, GE Capital Wheels	2,464
64	—	National Linen Service Atlanta, GA	Tom Spight	X	—	2,441
65	62	Honeywell, Inc. Minneapolis, MN	Gary Anderson	—	GE Capital	2,400
*66	71	Atchison Topeka Santa Fe RR Chicago, IL	Joan Williams	X	GE Capital	2,400
67	—	DHL Redwood City, CA	Rick Marquette	—	ARI, GE Capital	2,400
*68	73	Southwestern Bell St. Louis, MO	Gary Pitts	X	—	2,300
*69	74	American Bakeries Charlotte, NC	Jerry Green	X	—	2,272
*70	75	Houston Lighting & Power Co. Houston, TX	Richard Grasshoff	X	—	2,200
*71	77	USX Corp. Pittsburgh, PA	Don Hillwig	X	PHH FleetAmerica	2,046
72	72	R.J. Reynolds Tobacco Co. Winston-Salem, NC	Larry Giddens	—	PHH FleetAmerica	2,000
73	67	Westinghouse Elec. Corp. Pittsburgh, PA	Lou Dobak	X	PHH Fleet America	2,000
74	—	GE Medical System Waukesha, WI	Sheryl Grosman		GE Capital	1,981
75	—	Union Pacific Railroad Omaha, NE	Tom Lake	X	GE Capital	1,950
76	—	Environmental Industries Calabasas, CA	Bill Johnson	X	—	1,925
*77	79	Niagara Mohawk Power Corp. Syracuse, NY	John Young	X	—	1,896
78	82	Pony Express Courier Corp Charlotte, NC	William Glasheen	—	Associates	1,896
*79	80	Columbia Gas Distribution Columbus, OH	Tim Webber	—	PHH FleetAmerica	1,877
*80	83	E.I. duPont de Nemours & Co. Wilmington, DE	Richard G. Prettyman	—	PHH Fleet America	1,820
*81	84	New England Tel. Co. Springfield, MA	Thomas Glasheen	X	—	1,800
*82	88	JR Simplot Co. Mining Mineral Pocatello, ID	Terry McLaughlin	—	Wheels	1,740
83	94	Eastman Kodak Rochester, NY	Mark Hardway	X	PHH Fleet America	1,718
*84	89	Marathon Oil Co. Houston, TX	Liz Nikel	X	PHH FleetAmerica Wheels	1,715

*Based on last reported figures.

'91 Rank	'90 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
***85**	**86**	**Motorola, Inc. Schaumburg, IL**	**Judy Baxter**	**X**	**—**	**1,700**
86	90	Enron Corp. Houston, TX	Don Conant	X	—	1,700
***87**	**91**	**Florida Power & Light St. Petersburg, FL**	**George Lindemeyer**	**X**	**—**	**1,685**
*88	92	Stroehmann Bakeries Horsham, PA	Dale Stevens	X	PHH FleetAmerica	1,600
***89**	**93**	**Diebold Inc. Canton, OH**	**Linda Taylor**	**—**	**PHH FleetAmerica**	**1,600**
90	85	Montgomery Ward Chicago, IL	Roseann Neveitt	—	PHH Fleet America GE Capital	1,560
91	**—**	**Centerior Energy Independence, OH**	**Jack Sedio**	**X**	**—**	**1,509**
*92	96	Amerigas Sacramento, CA	Jim Stevens	X	—	1,451
93	**—**	**Cal Gas Corp. Sacramento, CA**	**Jimmy Todal**	**X**	**—**	**1,451**
*94	97	Public Service Co. of CO Denver, CO	Gerry Venard	X	—	1,414
95	**87**	**McKesson Corp. San Francisco, CA**	**Beverly A. Heim**	**X**	**USFL**	**1,401**
*96	98	Union Electric Co. St. Louis, MO	Walt Caesar	X	—	1,400
97	**—**	**Nabisco Brands East Hanover, NJ**	**Bill Kiddle**		**PHH FleetAmerica**	**1,400**
98	—	Keebler Co. Elmhurst, IL	Richard Allen	X	—	1,400
***99**	**99**	**Arizona Public Service Phoenix, AZ**	**Doug McClymont**	**X**	**—**	**1,376**
100	—	Minnesota Mining & Mfg. St. Paul, MN	Dick Martinson	X	—	1,350

*Based on last reported figures.

Total 536,461

Automotive Fleet's Top 100 / Alphabetical Cross Reference

ADT Security Systems	8
Airborne Freight Corp.	[illegible]
Alabama Power Co.	[illegible]
American Bakeries	[illegible]
American Elec. Power Service Corp.	[illegible]
Amerigas	[illegible]
Amoco Corp.	[illegible]
ARA Services Inc.	[illegible]
Arizona Public Service	99
Ashland Oil Inc.	[illegible]
Atchison Topeka Santa Fe Railway	80
Bell Telephone of PA	10
Bellsouth	3
Borden Inc.	18
Burlington Northern Railroad	54
Cal Gas Corp.	93
Campbell Taggart Inc.	22
Carolina Telephone Co.	81
Centerior Energy	91
Chemlawn	50
Chesapeake & Potomac	17
Columbia Gas Distribution	79
Consolidated Edison	31
Consumers Power Co.	60
Contel	16
Commonwealth Edison Co.	[illegible]
CSX Transportation	[illegible]
[illegible]	[illegible]
Dept. of Water & Power, LA	1
DHL Airways	[illegible]
Diebold Inc.	89
Dow Chemical USA	[illegible]
Duke Power Co.	[illegible]
E.I. Dupont de Nemours & Co.	[illegible]
Eastman Kodak Co.	[illegible]
Emery Worldwide	[illegible]
Enron Corp.	86
Entenmann Bakery	[illegible]
Environmental Industries	[illegible]
Exxon Company USA	[illegible]
Federal Express Corp.	[illegible]
Florida Power & Light	87
Frito-Lay Inc.	[illegible]
General Electric Computer Services	[illegible]
General Electric Motor	[illegible]
General Public Utilities	16
Goodyear Tire & Rubber Co.	62
GTE	4
GTE Florida	[illegible]
Honeywell Inc.	69
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
McKesson Corp.	[illegible]
Minnesota Mining & Manufacturing	100
Montgomery Ward	90
Motorola Inc.	85
Nabisco Brands USA Biscuit Div.	97
National Linen Service	54
New England Telephone	42
New York Telephone	14
Niagara Mohawk Power Corp.	77
Norfolk Southern Corp.	82
Pacific Bell	8
Penske Truck Leasing	12
Philip Morris USA	40
Phillips Petroleum Co.	47
[illegible] Corp.	78
Public Service Company of Colorado	94
Quality Bakers America	6
R.J. Reynolds Tobacco Co.	32
Rollins Inc.	27
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
Southern Cal Edison	28
Southern New England Telecommunications Corp.	45
Southwestern Bell Telephone	68
Stroehmann Bakeries	88
Suburban Propane Petroleum	43
[illegible]	48
[illegible]	40
[illegible]	33
[illegible]	41
U-Haul	5
Union Electric Co.	96
Union Pacific Railroad	78
United Artists Communication	56
United Parcel Service	1
US West Inc.	7
USX Corp.	71
Virginia Power	58
VPSI	29
Westinghouse Electric Corp.	73
Xerox Corp.	11

REPRINTS OF TOP 100: Reprints of this special [illegible] section are available through AF's Reader Service Manager, 2512 Artesia Blvd., Redondo Beach, CA 90278, or by phoning (213) 376-8788.

1-9 Copies $3.00 10-100 Copies $1.50 per copy Over 100 $.75 copy

Note: The TOP 100 list is copyrighted and may not be reproduced.

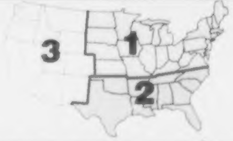
FLEET STATISTICS

1991 Top 50 Utility Truck & Van Fleets

	CO. NAME & LOC.	FLEET CONTACT	# TRKS & VANS
1.	BellSouth Atlanta, GA	Stuart Colman	28,530
2.	GTE Dallas, TX	John Beck	28,065
3.	US West, Inc. Denver, CO	Scott Madsen	16,844
4.	Pacific Bell San Ramon, CA	M.H. Oxford	16,000
5.	New York Telephone Brooklyn, NY	Carl Monheit	8,300
6.	Contel Atlanta, GA	Susan Doyle	6,142
7.	GTE Florida Tampa, FL	Doug Carr	5,111
8.	SoCal Edison Co. Pomona, CA	D.N. Smith	3,950
9.	Consolidated Edison New York, NY	Joe Schiavone	3,600
10.	S. New England Telecom New Haven, CT	Ed Bouvier	3,578
11.	American Electric Pwr. Svc. Columbus, OH	Richard Stage	3,450
12.	Duke Power Co. Charlotte, NC	Ray Hall	3,210
13.	Dept. of Water & Power City of Los Angeles, CA	Charles DeVore	3,128
14.	Georgia Power Co. Atlanta, GA	Dave Wheelus	3,100
15.	General Public Utilities Parsippany, NJ	James Williams	3,000
16.	Alabama Power Co. Birmingham, AL	Ron Allums	2,931
17.	Carolina Telephone Co. Tarboro, NC	H. C. Davis	2,700
18.	Virginia Power Norfolk, VA	John Kirkland	2,549
19.	Bell Telephone of PA Norristown, PA	T. A. Laffert	2,530
20.	Consumers Power Co. Jackson, MI	Mark Brennan	2,500
21.	Southwestern Bell Tel. St. Louis, MO	Gary Pitts	2,300
22.	Houston Lighting & Power Houston, TX	Richard Grasshoff	2,200
23.	Niagara Mohawk Power Corp. Syracuse, NY	John Young	1,896
24.	Columbia Gas Dist. Columbus, OH	Tim Webber	1,877
25.	New England Tel. Co. Springfield, MA	Thomas Glasheen	1,800
26.	Florida Power & Light Co. St. Petersburg, FL	George Lindemeyer	1,685
27.	Centerior Energy Independence, OH	Jack Sedio	1,509
28.	Amerigas Sacramento, CA	Jim Stevens	1,451
29.	Public Service of CO Denver, CO	Gerry Venard	1,414
30.	Union Electric Co. St. Louis, MO	Walt Caesar	1,400
31.	Arizona Public Service Phoenix, AZ	Doug McClymont	1,375
32.	Northern Indiana Public Service Co., Gary, IN	John Graun	1,316
33.	Long Island Lighting Co. Hicksville, NY	John Shopis	1,245
34.	Atlanta Gas Light Co. Atlanta, GA	Lee Redman	1,218
35.	Philadelphia Electric Co. Berwyn, PA	Mark McMalley	1,180
36.	Wisconsin Power & Light Madison, WI	Randall Converse	1,162
37.	Florida Power Corp. St. Petersburg, FL	Gary Bulmer	1,160
38.	Jersey Central Power & Light Morristown, NJ	Virginia Redding	1,120
39.	Commonwealth Edison Maywood, IL	Rex Jenkins	1,028
40.	Gulf States Utilities Co. Beaumont, TX	Rose Holstead	1,024
41.	Northern States Power Co. Minneapolis, MN	Arnie Mach	1,022
42.	Cincinnati Gas & Electric Co. Cincinnati, OH	Paul Hoeting	987
43.	Michigan Consolidated Detroit, MI	Larry Alexander	985
44.	Pacific Power & Light Co. Portland, OR	Bill Goble	960
45.	Northeast Utilities Hartford, CT	H.E. Ruenhorst	930
46.	Appalachian Power Co. Roanoke, VA	Wayne Jacobs	925
47.	NY State Electric & Gas Binghamton, NY	Stephen Barkwell	910
48.	ARKLA Gas Co. Shreveport, LA	Joe Lions	870
49.	Oklahoma Gas & Electric Oklahoma City, OK	Quinn Bennett	764
50.	Illinois Power Co. Decatur, IL	F.L. Bunch	725

USED-CAR PRICES

The following are average used-car prices for the period ending November 10,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5.489	5.545	5.413
Sedan	5.564	5.619	5.485
88 BUICK SKYHAWK			
Coupe	4.471	4.515	4.409
Sedan	4.535	4.581	4.472
90 BUICK SKYLARK			
Cust. Sedan	7.525	7.601	7.420
89 BUICK SKYLARK			
Cust. Sedan	6.355	6.418	6.266
90 BUICK CENTURY			
Cust. Sedan	8.153	8.235	8.038
89 BUICK CENTURY			
Cust Sedan	6.339	6.403	6.251
90 BUICK LESABRE			
Cust. Sedan	10.466	10.370	10.319
89 BUICK LESABRE			
Cust. Sedan	8.146	8.266	8.032
90 CADILLAC DEVILLE			
Coupe	16.973	17.143	16.735
Sedan	17.145	17.317	16.905
89 CADILLAC DEVILLE			
Coupe	14.012	14.153	13.816
Sedan	14.166	14.308	13.968
90 CADILLAC SEVILLE			
Sedan	17.511	17.685	17.264
89 CADILLAC SEVILLE			
Sedan	14.382	14.525	14.180
90 CHEVY BERETTA			
Coupe	7.583	7.658	7.476
89 CHEVY BERETTA			
Coupe	6.437	6.501	6.347
90 CHEVY CORSICA			
Hatchback 5 Dr	7.263	7.337	7.162
89 CHEVY CORSICA			
Hatchback 4 Dr	6.024	6.084	5.939
90 CHEVY CAVALIER			
Sedan	6.066	6.126	5.981
89 CHEVY CAVALIER			
Sedan	4.968	5.018	4.899
89 CHEVY CELEBRITY			
Sedan	5.712	5.769	5.632
88 CHEVY CELEBRITY			
Sedan	4.545	4.590	4.480
90 CHEVY CAPRICE			
Sedan	8.168	8.250	8.054
89 CHEVY CAPRICE			
Sedan	6.352	6.415	6.262
90 CHRYSLER LE BARON			
Sedan	9.069	9.159	9.942
89 CHRYSLER LE BARON			
Highline Sedan	6.177	6.177	6.090
90 CHRYSLER NEW YORKER			
Salon Sedan	10.823	10.930	10.670
89 CHRYSLER NEW YORKER			
Sedan	9.150	9.242	9.022
89 CHRYSLER FIFTH AVENUE			
Sedan	9.322	9.426	9.202
88 CHRYSLER FIFTH AVENUE			
Sedan	7.225	7.297	7.123
89 DODGE ARIES AMERICA			
Sedan	4.543	4.588	4.478
88 DODGE ARIES AMERICA			
Sedan	3.580	3.614	3.529
90 DODGE SHADOW			
Liftbk 5 Dr	6.177	6.238	6.090
89 DODGE SHADOW			
Liftbk 5 Dr	5.111	5.162	5.039
90 DODGE DYNASTY			
Sedan	8.284	8.368	8.169
90 FORD ESCORT			
Htchbk 4 Dr LX	5.389	5.442	5.312
89 FORD ESCORT			
Htchbk 4 Dr LX	4.330	4.374	4.269
90 FORD MUSTANG			
LX 4 Coupe	7.112	7.183	7.012
90 FORD TEMPO			
GL Sedan 4 Dr	6.264	6.326	6.176
89 FORD TEMPO			
GL Sedan 4 Dr	5.057	5.108	4.986
90 FORD TAURUS			
GL Sedan 4 Dr	8.588	8.674	8.468
89 FORD TAURUS			
GL Sedan 4 Dr	6.662	6.729	6.569
90 FORD CROWN VICTORIA			
Sedan	10.108	10.210	9.967
89 FORD CROWN VICTORIA			
Sedan	8.359	8.442	8.242
90 THUNDERBIRD			
Coupe	9.187	9.280	9.038
89 THUNDERBIRD			
Coupe	7.729	7.806	7.621
90 LINCOLN			
Town Car Sedan	17.171	17.343	16.930
Mark VII LSC Coupe	16.287	16.449	16.059
Continental Sedan	15.876	16.035	15.658
89 LINCOLN			
Town Car Sedan	12.683	12.809	12.505
Mark VII LSC Coupe	13.601	13.737	13.411
Continental Sedan	13.497	13.632	13.308
90 MAZDA 626			
LX Sedan 4 Dr	9.985	10.065	9.886
90 MERCURY COUGAR			
LS Coupe	9.892	9.991	9.752
89 MERCURY COUGAR			
LS Coupe	8.420	8.504	8.301
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6.415	6.480	6.326
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5.194	5.246	5.121
90 MERCURY SABLE			
GS Sedan 4 Dr	8.698	8.784	8.575
89 MERCURY SABLE			
GS Sedan 4 Dr	6.713	6.780	6.619
90 MERCURY GRAND MARQUIS			
GS Sedan	10.612	10.718	10.462
89 MERCURY GRAND MARQUIS			
GS Sedan	8.894	8.982	8.769
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6.147	6.207	6.085
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4.663	4.710	4.618
90 NISSAN MAXIMA			
SE Sedan	14.447	14.593	14.300
89 NISSAN MAXIMA			
SE Sedan	12.216	12.337	12.092
90 NISSAN SENTRA			
Sedan 2 Dr	5.475	5.530	5.421
89 NISSAN SENTRA			
Sedan 2 Dr	4.178	4.218	4.134
90 NISSAN STANZA			
XE Sedan	9.051	9.142	8.962
89 NISSAN STANZA			
Ntch 4 Dr	7.164	7.234	7.091
90 OLDS CIERA			
S Coupe	8.218	8.299	8.102
Sedan	8.303	8.386	8.187
89 OLDS CIERA			
Coupe	6.268	6.330	6.180
Sedan	6.339	6.403	6.251
90 OLDS CALAIS			
Sedan	6.688	6.756	6.595
89 OLDS CALAIS			
Sedan	5.825	5.884	5.744
90 OLDS CUTLASS SUPREME			
Coupe	9.084	9.175	8.957
89 OLDS CUTLASS SUPREME			
Coupe	7.329	7.403	7.227
90 OLDS 98 REGENCY			
Sedan	13.142	13.273	12.958
89 OLDS 98 REGENCY			
Sedan	10.131	10.231	9.989
89 PLYMOUTH RELIANT			
Sedan	4.519	4.565	4.457
88 PLYMOUTH RELIANT			
Sedan	3.580	3.614	3.529
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	6.159	6.221	6.073
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5.111	5.162	5.039
89 PLYMOUTH GRAN FURY			
Salon Sedan	4.720	4.767	4.653
88 PLYMOUTH GRAN FURY			
Salon Sedan	3.706	3.742	3.653
90 ACCLAIM			
Sedan	6.964	7.033	6.866
90 PONTIAC SUNBIRD			
LE Sedan	6.410	6.475	6.321
SE Coupe	6.642	6.708	6.548
89 PONTIAC SUNBIRD			
LE Sedan	5.366	5.420	5.291
SE Coupe	5.510	5.566	5.434
90 PONTIAC 6000			
LE Sedan	8.022	8.102	7.910
89 PONTIAC 6000			
LE Sedan	5.956	6.015	5.872
90 PONTIAC GRAND AM			
LE Sedan	7.580	7.656	7.474
89 PONTIAC GRAND AM			
LE Sedan	6.330	6.393	6.241
90 PONTIAC BONNEVILLE			
LE Sedan	10.458	10.563	10.312
89 PONTIAC BONNEVILLE			
LE Sedan	8.083	8.165	7.971
90 PONTIAC GRAND PRIX			
Coupe	9.262	9.355	9.132
89 PONTIAC GRAND PRIX			
Coupe	7.418	7.492	7.314
90 SUBARU LEGACY			
Sedan 4Dr	8.302	8.382	8.217
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9.840	9.939	9.742
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8.089	8.169	8.009
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7.383	7.458	7.312
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6.306	6.368	6.242
90 TOYOTA CRESSIDA			
Lux Sedan	15.427	15.581	15.273
89 TOYOTA CRESSIDA			
Lux Sedan	12.833	12.963	12.705
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	8.191	8.274	8.106
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6.679	6.747	6.612
90 VOLVO			
240 DL Sedan	12.813	12.941	12.687
89 VOLVO			
240 DL Sedan	10.690	10.797	10.583

CLASSIFIED

POSITION WANTED

CAFM with over 10 years of leadership in severe service, high mileage automobiles and light trucks, seeks challenging position relating to Maintenance, Mechanical and Vehicle Engineering, Safety and Accident Management.

Contact Fleet Manager at
1225 W. 8th St.
Erie, PA 16502

FLEET MANAGEMENT POSITION

Northeastern operation seeks six years administrative experience in a 200 vehicle operation. Experience directing passenger vehicle and customer service, inventory control, fiscal management, lease, purchase and surplus of vehicles. $39,869 plus full benefits. Send complete resume to

P.O. Box 100
c/o Automotive Fleet
2512 Artesia Blvd.
Redondo Beach, CA 90278

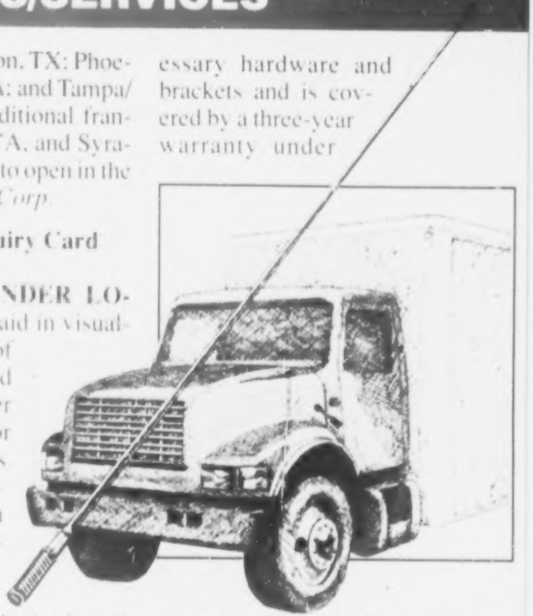
PRODUCTS/SERVICES

OH: Dallas and Houston, TX: Phoenix, AZ: Pittsburgh, PA: and Tampa/St.Petersburg, FL. Additional franchises in San Diego, CA, and Syracuse, NY are expected to open in the near future. *VehiCare Corp.*

Circle 224 on Inquiry Card

MECHANICAL FENDER LOCATING DEVICES aid in visualizing the outer limits of trucks, vans, trailers, and snowplows. The Fender Finder is adaptable for any of these applications with a custom-sized fiberglass shaft and "Spin Free", polyurethane-coated mounting brackets, which prevent damage to vehicle fenders if forced out of position.

The high-visibility shaft is flexible and corrosion and UV resistant. The complete unit includes all necessary hardware and brackets and is covered by a three-year warranty under normal use. An optional spring vibration isolator also is available, as are fleet quantity discounts. *RoDon Corporation.*



Circle 225 on Inquiry Card

GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Little Rock, AR	143.9¢	105.9¢
Pasadena, CA	147.9	103.6
Denver, CO	162.7	120.8
Washington, D.C.	155.3	114.6
Miami, FL	145.3	108.0
Atlanta, GA	138.9	97.9
Kauai, HI	179.5	156.9
Indianapolis, IN	147.9	106.4
New Orleans, LA	155.9	115.2
Detroit, MI	141.7	105.6
St. Charles, MO	116.9	96.9
Fargo, ND	144.9	109.2
Las Vegas, NV	157.4	115.9
Oil City, PA	115.9	110.4
Cheyenne, WY	124.4	105.4

The average U.S. full-serve gasoline price for the month of November was 137.7 cents per gallon.
The avetage U.S. self-serve gasoline price for the month of November was 115.2 cents per gallon.
Survey conducted during the first five working days of November 1991.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

a bobit publication

January 199

automotive

FL

CAR AND LIGHT TR

NAFA Pr[illegible] sees
"Glob[illegible] gers

Why [illegible] Utility
Unio[illegible] g

U.S. [illegible]
Europ[illegible]

GE and [illegible]
Growth in [illegible]

Gas vs. Diesel —
When and Why!

NAFA President
Gordon West

automotive
FLEET®
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

January 1992
VOL. 31, NO. 3

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 28 — With a market one and a half times the size of the U.S., Western Europe is an attractive location for U.S.-based lessor expansion.

Page 56 — Using Isuzu Truck's Road Ready program, delivery is simplified because the bodies are pre-specified and not custom ordered.

On the Cover—NAFA President Gordon West presents his views on trends in the fleet industry. For details, see page 21.

Features

21 **The Emergence of the "Global" Fleet Manager**
NAFA President Gordon West discusses NAFA's first-ever strategic growth plan, and his views on the future of fleet management.

28 **U.S.-Based Lessors Increase Presence in Europe**
American leasing companies may be able to expand operations in the European fleet market by offering a broad array of vehicle management services.

33 **How to Get Vehicles Spec'ed and Priced Faster**
ARI's Computer Aided Pricing System (CAPS) guides its users through the process of spec'ing and pricing vehicles.

34 **PHH FleetAmerica Charts Course for 1992 and Beyond**
In this AF interview, PHH FleetAmerica President Bill Adler talks about the company's strategic plans for growth and offers a retrospective on his first year as president.

44 **Municipal Public Service Vehicle Leasing on the Rise**
Leasing has become an attractive option for municipal public service fleets facing shrinking budgets.

48 **The Challenges Facing GEC Fleet Services' New President**
Teresa LeGrand, GE Capital Fleet Services' new president, discusses how she plans to maintain the company's growth during a recession.

Truck/Van Section

56 **Isuzu Truck's Road-Ready Program Assists Dealers**
Isuzu Truck's new program is designed to assist dealers and fleet customers in sourcing pre-specified truck bodies from four body manufacturers.

60 **Medium-Duty Comparisons: Gas Versus Diesel**
A fleet manager discusses the pros and cons of gasoline versus diesel engines in trucks falling in the 9,800-14,000 lb. GVW range.

Departments

Letters 8
Industry News 10
Hotline 19
Truck and Van News 68
Personnel Personals 70
Leasing 71
Used-Car Prices 75
Products Services 76
Gas Prices 78
Ad Index Calendar 79
Editorial 80

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices — United States: $35 per year; Canada $42 per year; Foreign $53 per year. Single copy price — $3; Fact Book — $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion, OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes: *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails,* and *Showcase USA.*

U.S.-Based Lessors Increase Presence in Europe

With its large fleet leasing market, Europe provides an attractive business opportunity for many American leasing companies. Marketing full vehicle management services may be the key to gaining a competitive edge.

"The world is becoming more of an international and global scene—one marketplace, and I think Europe makes the most logical step for us to go to next," says Mike Zafirovski, GE Capital Fleet Services' senior vice president, finance and business development. "The fleet market is substantially larger in Western Europe as compared to the United States, so obviously we are studying the market and evaluating our options."

Western Europe has a lot to offer U.S.-based leasing companies interested in international expansion: a market at least one and a half times the size of the United States; a large number of business-use vehicles; and reduced trade barriers and an improved intra-European business climate created by recent political changes, the most important being the maturation of the European Economic Community (EEC).

American-based fleet leasing companies have been scouting out business opportunities in Europe in recent years and have taken steps toward increasing their presence. While European leasing activity by U.S.-based companies is still in the early stages, significant steps have been taken toward creating a foothold on the Continent. Many of the large U.S.-based fleet leasing and management companies have plans for expanding their operations onto the European continent throughout the 1990s.

So far, most of the business activity by U.S.-based fleet leasing companies has occurred within the United Kingdom, where both PHH Corp. and United States Fleet Leasing have operations. Lease Plan Holding, based in Almeter, The Netherlands, has operations in 12 European countries and is operating in the U.S. under Lease Plan U.S.A., and Lease Plan International.

The greatest opportunity for growth on the European continent lies in providing vehicle management and operating services, as opposed to providing assets, according to representatives of U.S.-based leasing companies interviewed by *Automotive Fleet*. Services such as fuel management, accident management, licensing and titling, and maintenance management allow U.S.-based leasing and management companies to be competitive in the European market.

Why Europe?

"The world is becoming more of an international and global scene—one marketplace, and I think Europe makes the most logical step for us to go to next," says Mike Zafirovski, GE Capital Fleet Service's senior vice president, finance and business development. "The fleet market is substantially larger in Western Europe as compared to the United States, so obviously we are studying the market and evaluating our options."

Western Europe offers an attractive

location to do business for corporations around the globe. With the formation of the EEC, more than 380 million consumers can be reached. Western Europe also offers a highly industrialized, modernized, and wealthy continent with a dynamic automotive sector. Another reason to look to Europe for international expansion: recent political changes in Eastern Europe will mean potential business opportunities in the near future.

"We can say to all the European companies doing business here in the states, 'We're your leasing company in Europe—why not give us a try here in the United States?'" says Don Kreft, president of Lease Plan International.

Besides the formation of the EEC, which links up the nations of Western Europe into a more unified and open market, economic and political conditions in Europe during the last 10 years have been more favorable to international business growth. The early 1980s saw liberalization of capital markets and the loosening of credit restrictions in the United Kingdom and other Western European nations. This created a healthy environment for the vehicle leasing industry to grow, especially in the United Kingdom.

During the first half of the 1980s, economic trends, as well as policies created by the Thatcher government in Great Britain, encouraged a "managerial revolution" throughout the United Kingdom, where corporations discovered the necessity of managing their operations more efficiently and cost effectively. This trend helped create an environment in the business community for more acceptance of third party services. Many corporations discovered that outsourcing fleet operating functions to a leasing company could result in increased efficiency in the management of their assets.

U.S.-based fleet leasing companies could also benefit from the expansion of other American corporations into European markets, especially when these corporations happen to be their clients back in the United States. For example, a leasing company that handles fleet management services for an American corporation may be able to use that relationship to gain new business when that corporation decides to expand into Europe. The reverse situation could also apply: a U.S.-based leasing company handling the leasing operations for a European-based company could be in a good position to negotiate an arrangement for handling that company's U.S. fleet management needs.

"We can say to all the European companies doing business here in the states, 'We're your leasing company in Europe — why not give us a try here in the United States?'" says Don Kreft, president of Lease Plan International. "They'll usually give us a try, if the parent company is doing business with us over there, especially if they send someone over here from Europe to be involved in the management of the company."

Lease Plan International handles fleet leasing and management services for Nestle, a Swiss corporation, in European countries and the United States. By the end of 1992, Lease Plan will be a major supplier of Nestle's U.S. fleet, which numbers in excess of 4,500 vehicles.

"What we'll do through our international coordination office is give a fleet that has operations in several different countries a discount based on its total number of vehicles throughout the world," Kreft says. "We're looking at the total picture."

Gaining a Foothold Through the United Kingdom

With liberalization of capital markets, loosening of credit restrictions, favorable policies of the Thatcher government, a common language, and a high percentage of business-use vehicles, the United Kingdom has presented the most attractive location for U.S.-based fleet leasing companies to gain a foothold on the European continent. Fleet leasing and management service opportunities abound, since company cars are perceived as an important part of an employee's remuneration, even more so than in the United States. In the United Kingdom, company cars are provided to employees three to four grades below comparable positions within companies in the United States.

PHH Corp. began its presence in the United Kingdom in 1972, and spent the next 10 years building up its operation. "We really didn't get going until early 1982 in the United Kingdom," says Joe Diedrich, senior vice president in charge of international operations. "I would call those first 10 years learning years. The market was pretty negative toward the types of vehicle management services that PHH is typically known for. Early in the 1980s, however, the markets changed dramatically. It also had to do with a bit of Thatcherism."

Beginning in the mid-1980s, PHH began expanding outside the United Kingdom. The first area of expansion was Ireland, then into France and Germany. PHH has plans for going into Spain and Italy during the early 1990s.

PHH has found success in the United Kingdom by offering a wide range of fleet operation services, such as fuel management, repair services, accident management, and other services. The greatest success has come through fuel management services. PHH currently has 600,000 vehicles under fuel management programs in Europe.

UK Vehicle Leasing Business

Millions of Pounds*	1981	1982	1983	1984	1985	1986	1987	1988
Cars	222	256	296	338	583	814	1,249	1,738
Commercial vehicles	225	320	324	450	609	579	796	1,075

** As of press time, one British Pound was equivalent to $1.80 in U.S. dollars*
Source: Equipment Leasing Association

UK Contract Hire/Leasing Fleet Volume In Units

	1984	1985	1986	1987	1988
Cars	231,396	290,326	376,232	462,755	607,466
Light vans and conversions	22,340	24,450	24,514	25,476	39,481
Commercial vehicles and tractors	22,064	24,328	29,331	33,553	36,614

Source: British Vehicle Rental and Leasing Association

"Our strategic focus in Europe is to add a strong focus on fuel management services to fleet leasing, because fuel is about three times the cost that it is in the United States and is really essential to vehicle management services," Diedrich says. "The cost of fuel over the lifecycle of a vehicle is equal to the cost of depreciation, so fuel management is a very important part of the traditional fleet or vehicle management service. Fuel management is primarily a card-based system that allows our customers to manage their fuel purchases much more efficiently from an administrative standpoint, and it allows them to monitor the fleet lifecycle much more effectively."

United States Fleet Leasing entered the United Kingdom market by acquiring a small company that had been providing maintenance for Ford Motor Credit Co. The USFL operation, called Ford Contract Motoring Management, Ltd. became fully operational in September 1991. USFL spent a year preparing for the opening of the operation.

"We had to go to the U.K. and find out how they do business, then make the modifications for our system to work over there," says Rich Scholz, a senior vice president with USFL. "What we've set up is a services company which is effectively the complete 'back room.' That means purchasing the vehicles, the license and titling function, maintenance of the vehicles — probably 98 percent is guaranteed maintenance — used-car sales, billing and collections, accounting, and customer service."

Both Diedrich and Scholz agree that placing locals in administrative positions within their U.K. operations has been a critical part of overcoming cultural barriers. A certain degree of nationalism exists, and British business people, like business people in other European countries, would rather conduct business with someone from their own country.

"We use nationals, and I think we're way ahead of the game by doing that," Scholz says. "For you to come in cold, you're just asking for trouble. We have an excellent general manager who had been general manager of British Car Contractors, Rover's leasing arm. He's very knowledgeable and very experienced in the fleet leasing business."

Nationalism also comes into play when considering vehicle choices among European nations. There is a strong preference toward purchasing vehicles made in their own countries. "There's a lot of nationalism as far as the types of cars that should be used," Kreft says. "If you're in Germany, they want to use German cars. If you're in France, it's best to use Peugeots or Renaults. You see very little of the other makes in corporate fleets."

What are Europeans Looking for?

What types of services do European companies look for from a fleet leasing and management company? Many European companies are looking for complete fleet management services from a leasing company. There is a trend within the European fleet market toward outsourcing as many fleet operations as possible. Many of the larger Europe-based fleet leasing companies have emphasized the asset side of the leasing business; an opening exists for lessors that can provide specific services, such as licensing and titling, accident management, and fuel management services, as well as entire fleet management packages.

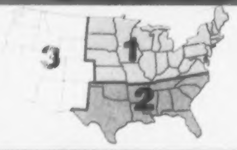
The preponderance of negotiated leases in the United Kingdom and other Western European countries are closed-end leases, as opposed to the United States, where open-end leases are in the majority.

Leasing company representatives interviewed for this article cautioned against looking at Europe as one large fleet market. Each individual country has its own traditions, culture, language, tax system, business regulations, political and economic conditions, and other factors.

"I think it's dangerous to generalize," Zafirovski says. "The market maturation of fleet leasing and fleet management is very different on a country-by-country basis. The United Kingdom market, for example, is very mature and sophisticated. They're probably the closest to the United States in terms of fleet management and fleet leasing. Germany, on the other hand, has a huge company car and fleet market, but very few fleet management services the way we know them."

USED-CAR PRICES

The following are average used-car prices for the period ending November 27,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



AVERAGE AUCTION PRICE			
Model	**Zone 1**	**Zone 2**	**Zone 3**
89 BUICK SKYHAWK			
Coupe	5,325	5,380	5,252
Sedan	5,398	5,452	5,321
88 BUICK SKYHAWK			
Coupe	4,337	4,381	4,278
Sedan	4,400	4,444	4,338
90 BUICK SKYLARK			
Cust. Sedan	7,301	7,374	7,199
89 BUICK SKYLARK			
Cust. Sedan	6,197	6,259	6,110
90 BUICK CENTURY			
Cust. Sedan	7,894	7,973	7,783
89 BUICK CENTURY			
Cust Sedan	6,150	6,212	6,064
90 BUICK LESABRE			
Cust. Sedan	10,237	10,339	10,093
89 BUICK LESABRE			
Cust. Sedan	7,984	8,063	7,872
90 CADILLAC DEVILLE			
Coupe	16,585	16,751	16,353
Sedan	16,753	16,921	16,518
89 CADILLAC DEVILLE			
Coupe	13,595	13,732	13,405
Sedan	13,745	13,882	13,552
90 CADILLAC SEVILLE			
Sedan	17,058	17,228	16,818
89 CADILLAC SEVILLE			
Sedan	14,024	14,164	13,827
90 CHEVY BERETTA			
Coupe	7,334	7,407	7,231
89 CHEVY BERETTA			
Coupe	6,201	6,262	6,114
90 CHEVY CORSICA			
Hatchback 5 Dr	7,026	7,093	6,928
89 CHEVY CORSICA			
Hatchback 4 Dr	5,803	5,861	5,721
90 CHEVY CAVALIER			
Sedan	5,837	5,895	5,755
89 CHEVY CAVALIER			
Sedan	4,795	4,844	4,729
89 CHEVY CELEBRITY			
Sedan	5,530	5,586	5,453
88 CHEVY CELEBRITY			
Sedan	4,423	4,467	4,360
90 CHEVY CAPRICE			
Sedan	7,989	8,069	7,877
89 CHEVY CAPRICE			
Sedan	6,213	6,275	6,125
90 CHRYSLER LE BARON			
Sedan	8,844	8,931	8,719
89 CHRYSLER LE BARON			
Highline Sedan	5,953	6,011	5,869
90 CHRYSLER NEW YORKER			
Salon Sedan	10,554	10,659	10,405
89 CHRYSLER NEW YORKER			
Sedan	8,967	9,058	8,842
89 CHRYSLER FIFTH AVENUE			
Sedan	9,054	9,146	8,928
88 CHRYSLER FIFTH AVENUE			
Sedan	7,031	7,101	6,932
89 DODGE ARIES AMERICA			
Sedan	4,399	4,442	4,335
88 DODGE ARIES AMERICA			
Sedan	3,455	3,489	3,406
90 DODGE SHADOW			
Liftbk 5 Dr	5,999	6,058	5,915
89 DODGE SHADOW			
Liftbk 5 Dr	4,969	5,019	4,898
90 DODGE DYNASTY			
Sedan	7,956	8,036	7,845

AVERAGE AUCTION PRICE			
Model	**Zone 1**	**Zone 2**	**Zone 3**
90 FORD ESCORT			
Htchbk 4 Dr LX	5,202	5,253	5,127
89 FORD ESCORT			
Htchbk 4 Dr LX	4,201	4,243	4,141
90 FORD MUSTANG			
LX 4 Coupe	6,865	6,933	6,769
90 FORD TEMPO			
GL Sedan 4 Dr	6,010	6,069	5,925
89 FORD TEMPO			
GL Sedan 4 Dr	4,871	4,922	4,803
90 FORD TAURUS			
GL Sedan 4 Dr	8,306	8,390	8,191
89 FORD TAURUS			
GL Sedan 4 Dr	6,463	6,529	6,373
90 FORD CROWN VICTORIA			
Sedan	9,917	10,016	9,778
89 FORD CROWN VICTORIA			
Sedan	8,176	8,258	8,062
90 THUNDERBIRD			
Coupe	8,986	9,077	8,860
89 THUNDERBIRD			
Coupe	7,598	7,673	7,492
90 LINCOLN			
Town Car Sedan	16,711	16,878	16,476
Mark VII LSC Coupe	15,851	16,008	15,628
Continental Sedan	15,450	15,605	15,235
89 LINCOLN			
Town Car Sedan	12,306	12,428	12,132
Mark VII LSC Coupe	13,196	13,328	13,012
Continental Sedan	13,096	13,227	12,911
90 MAZDA 626			
LX Sedan 4 Dr	10,109	10,210	10,027
90 MERCURY COUGAR			
LS Coupe	9,646	9,742	9,509
89 MERCURY COUGAR			
LS Coupe	8,211	8,293	8,094
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6,155	6,217	6,069
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5,004	5,053	4,933
90 MERCURY SABLE			
GS Sedan 4 Dr	8,413	8,497	8,295
89 MERCURY SABLE			
GS Sedan 4 Dr	6,513	6,578	6,422
90 MERCURY GRAND MARQUIS			
GS Sedan	10,359	10,462	10,212
89 MERCURY GRAND MARQUIS			
GS Sedan	8,699	8,785	8,577
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,349	6,412	6,297
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4,918	4,968	4,879
90 NISSAN MAXIMA			
SE Sedan	14,649	14,796	14,533
89 NISSAN MAXIMA			
SE Sedan	12,267	12,389	12,169
90 NISSAN SENTRA			
Sedan 2 Dr	5,421	5,474	5,377
89 NISSAN SENTRA			
Sedan 2 Dr	4,107	4,149	4,075
90 NISSAN STANZA			
XE Sedan	9,307	9,401	9,233
89 NISSAN STANZA			
Ntch 4 Dr	7,362	7,436	7,304
90 OLDS CIERA			
S Coupe	7,957	8,035	7,845
Sedan	8,039	8,119	7,927
89 OLDS CIERA			
Coupe	6,081	6,142	5,995
Sedan	6,150	6,212	6,064

AVERAGE AUCTION PRICE			
Model	**Zone 1**	**Zone 2**	**Zone 3**
90 OLDS CALAIS			
Sedan	6,489	6,555	6,398
89 OLDS CALAIS			
Sedan	5,652	5,708	5,573
90 OLDS CUTLASS SUPREME			
Coupe	8,813	8,901	8,690
89 OLDS CUTLASS SUPREME			
Coupe	7,147	7,219	7,048
90 OLDS 98 REGENCY			
Sedan	12,815	12,944	12,637
89 OLDS 98 REGENCY			
Sedan	9,900	9,997	9,760
89 PLYMOUTH RELIANT			
Sedan	4,376	4,420	4,315
88 PLYMOUTH RELIANT			
Sedan	3,455	3,489	3,406
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,982	6,042	5,898
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,969	5,019	4,898
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,603	4,648	4,537
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,614	3,649	3,562
90 ACCLAIM			
Sedan	6,709	6,776	6,614
90 PONTIAC SUNBIRD			
LE Sedan	6,219	6,282	6,133
SE Coupe	6,444	6,508	6,353
89 PONTIAC SUNBIRD			
LE Sedan	5,206	5,259	5,133
SE Coupe	5,346	5,400	5,272
90 PONTIAC 6000			
LE Sedan	7,807	7,885	7,698
89 PONTIAC 6000			
LE Sedan	5,808	5,866	5,726
90 PONTIAC GRAND AM			
LE Sedan	7,331	7,405	7,229
89 PONTIAC GRAND AM			
LE Sedan	6,129	6,190	6,043
90 PONTIAC BONNEVILLE			
LE Sedan	10,116	10,217	9,974
89 PONTIAC BONNEVILLE			
LE Sedan	7,826	7,906	7,717
90 PONTIAC GRAND PRIX			
Coupe	8,941	9,030	8,815
89 PONTIAC GRAND PRIX			
Coupe	7,197	7,269	7,096
90 SUBARU LEGACY			
Sedan 4 Dr	8,565	8,652	8,497
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	10,088	10,189	10,007
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8,355	8,439	8,289
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7,618	7,693	7,556
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,519	6,584	6,466
90 TOYOTA CRESSIDA			
Lux Sedan	15,273	15,425	15,151
89 TOYOTA CRESSIDA			
Lux Sedan	12,743	12,870	12,641
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	8,413	8,497	8,346
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,830	6,898	6,776
90 VOLVO			
240 DL Sedan	12,646	12,773	12,545
89 VOLVO			
240 DL Sedan	11,002	11,112	10,914

Just a few blocks from...
Underground Atlanta • Omni Int'l Center • All shopping & entertainment
Just a few minutes from...
Braves/Falcons Stadium • Six Flags • White Water • Stone Mountain Park

Your Best Destination In Downtown Atlanta!

You're close to everything in and around Atlanta, or if you prefer, just "stay home" in one of our 321 oversized guest rooms and enjoy what we have to offer inside our hotel. Relax in Gatsby's lounge, dine in one of our two fine restaurants and take advantage of our Fitness Center and outdoor pool.

Best Western is your Best Value in Atlanta, no matter why you're in town. We also have excellent meeting/banquet facilities with 14 meeting rooms, the largest seating up to 500 people.

Call now for reservations and mention this ad!
1-800-621-7885
404-688-8600 • Fax 404-658-9458

ASK ABOUT OUR SPECIAL ATLANTA FALCONS FOOTBALL RATES!

Best Western
AMERICAN HOTEL
SPRING STREET AT INTERNATIONAL
ATLANTA, GEORGIA 30303

GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Juneau, AK	175.9¢	152.9¢
Selma, AL	143.6	109.9
Tucson, AZ	127.6	94.2
Fresno, CA	147.9	103.9
Stamford, CO	142.3	130.1
Augusta, GA	139.9	98.6
Maui, HI	208.6	157.9
Cedar Rapids, IA	135.2	109.7
Lexington, KY	126.9	104.4
Billings, MT	140.2	116.6
New York City, NY	134.4	124.9
Tulsa, OK	139.9	102.9
Philadelphia, PA	136.0	117.6
San Antonio, TX	142.9	118.6
Madison, WI	141.2	116.9

The average U.S. full-serve gasoline price for the month of December was 137.8 cents per gallon.
The average U.S. self-serve gasoline price for the month of December was 115.4 cents per gallon.
Survey conducted during the first five working days of December 1991.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

PRODUCTS

their underground storage tanks, but with the Tank Monitor 2.1 and Tank Monitor 3.1 and the proper probes, tank owners can perform the required annual 0.1 gallon/hour tests. *Gilbarco.*

Circle 224 on Inquiry Card

DETECT DEADLY CARBON MONOXIDE with the Heads Up! detector. This fatal odorless gas can be found anywhere fossil fuels are being burned, and can cause sickness, headaches, or even death, as a result of the incomplete burning of gasoline in internal combustion engines. The detector can quickly detect any leakage, and will turn light gray if carbon monoxide is present. The detector will turn black if dangerous levels are reached, but will return to normal color after exposure to fresh air. An adhesive back makes for easy mounting. *Holz Enterprises.*

CARBON MONOXIDE DETECTOR
DARK SPOT INDICATES DANGER
heads up!
DATE OPENED

Circle 225 on Inquiry Card

DASH-MOUNTED CUP holder for GM trucks combines the two-tone look of original equipment with a special cooling function. The Bullett Cup Holder mounts on the dash around the air vents with double-sided tape, using cool air from the air conditioning system to keep drinks chilled. The injection-molded holder accommodates standard beverage cans or large paper cup, while retaining full use of the vents for cabin cooling. *Bullett Engineering.*

Circle 226 on Inquiry Card

Top 100 Commercial Fleets

a bobit publication

february 1992

automotive FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

********** ALL FOR STATE
19CLCC6615C25 E913CPS001 000
JEANNE LONG SRI ACQ EDITOR
CIS
4520 EAST-WEST HWY
SUITE 800
BETHESDA MD 20814

Three-Step Budget Preparation

'92-Model Buy Plans

All-New 1993 Mazda 626

[illegible]

[illegible]

[illegible]

[illegible]

automotive
FLEET®
BOBIT PUBLISHING
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

February 1992
VOL. 31, NO. 4

Influencing the management of
5,072,000 cars and 2,209,000 light trucks
and vans in business, leasing, rental,
utility, government, police, and taxi fleets.

Features

20 **Three Steps to Developing and Controlling a Fleet Budget**
This article will explain how to identify cost assumptions, determine line item expenses, and correct budget variances.

32 **Merged Fleets: Cost Reduction and Economies of Scale**
Two fleets provide examples of how corporate mergers offer potential opportunities to improve fleet policies and cut costs.

41 **Safety Management Focuses on Driver**
A look at safety programs and services offered by fleet management and driver training companies to help improve the level of safety in your fleet.

50 **Mazda Restructures Fleet Operations to Accommodate Sales Growth**
A fourfold increase in fleet sales volume necessitated restructuring the automaker's fleet sales, distribution, and remarketing operations.

52 **Laptop Computers Increase Lessor Sales Reps' Productivity**
As laptops become lighter, smaller, and more powerful, their use is increasing among lessor sales reps to demonstrate programs and system capabilities.

56 **Truly Nolen Uses Daihatsu as Bait for Pest Control Services**
A Florida-based pest eradication company dresses up the Charade to be used as both a marketing tool and a fleet car.

60 **How Safety Impacts Buying Plans**
NAFA's 1992 New Vehicle Acquisition Survey shows safety's growing importance in all aspects of vehicle management — especially purchasing.

64 **Despite Tough Times, Many Top 100 Fleets Grow**
Eighty-five percent of last year's Top 100 fleets reappear for 1992, and those fleets registering an increase show a gain of 5,038 vehicles.

65 **Top 100 Commercial Fleets**
The 13th annual tracking of the Top 100 commercial fleets in the nation.

81 **Auto Driveaway Celebrates 40 Years of Vehicle Delivery**
Since its startup in 1952, this company has grown to be the nation's largest driveaway vehicle transporter.

Truck/Van Section

84 **Vehicle Alternatives When Passenger Cars Aren't Enough**
Many fleets need vehicles "in-between" passenger cars and trucks. The question is, are these vehicles a good fleet investment?

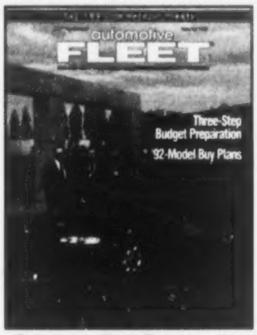
90 **Union City's Redesigned Classic Van Focuses on Practicality**
The 1992-model year Classic walk-in van has been redesigned to improve its safety, serviceability, durability, and aerodynamics.

Departments

Letters 8
Industry News 10
Hotline 19
Truck/Van News 91
Personnel Personals 94
Fleet Leasing 96
Used-Car Prices 98
Products/Services 100
Gas Prices/Classified 102
Ad Index/Calendar 103
Editorial 104

Page 41 *— Devices such as airbags and ABS are among the features fleets purchase to improve safety.*

Page 84 *— Sport/utility vehicles are a popular choice for some fleets when passenger cars don't fit specialized applications.*



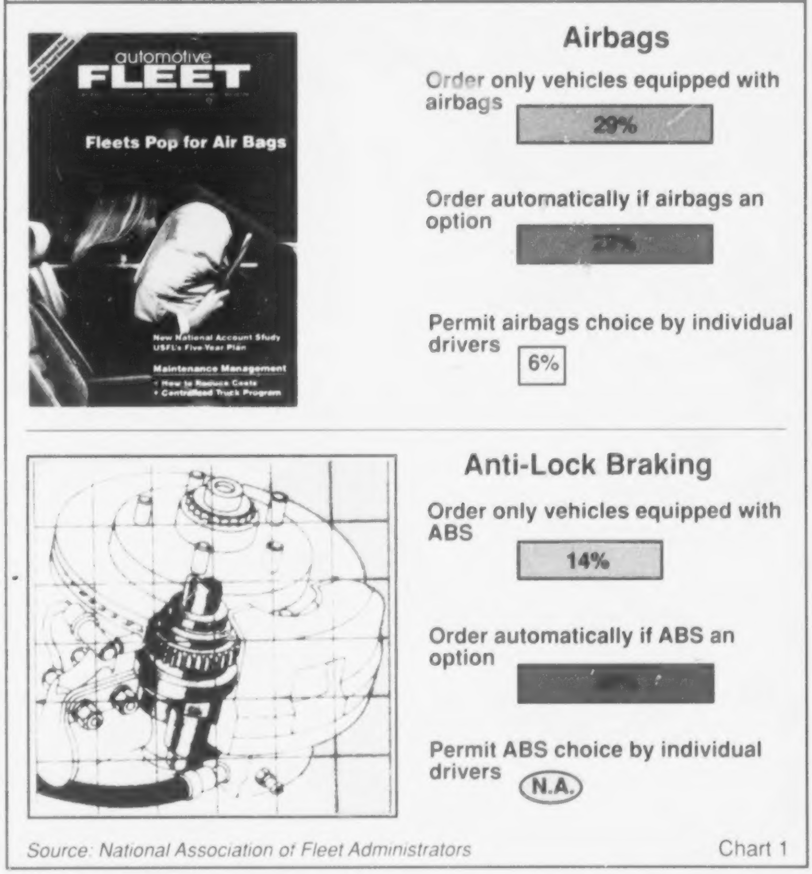
On the Cover *— Dick Dennis, director of fleet operations (right), and George McCabe, Mazda's group vice president and general manager, with the all-new 1993-model Mazda 626.*

AUTOMOTIVE FLEET® (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year; Canada $42 per year; Foreign $53 per year. Single copy price – $3; Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.*

How Safety Impacts New Vehicle Buying Plans

Almost one third of the U.S. corporate fleets insist their 1992-model year vehicles be equipped with airbags. In addition, nearly half of the fleet managers responding to NAFA's New Vehicle Acquisition Survey want to include ABS.

Corporate Fleet Safety Purchasing



Source: National Association of Fleet Administrators

Chart 1

Airbags and ABS move up to prominent positions on "standard" purchasing models, and cellular phones and light-duty pickups emerge as growing choices among fleet managers, according to NAFA's 1992 New Vehicle Acquisition Survey. These are among the results gathered from 278 corporate fleet managers who responded to a recent survey by the National Association of Fleet Administrators (NAFA) on new vehicle acquisition plans for the 1992-model year. When combined with respondents from government and public utility fleets, these fleet managers represent the management of more than half a million vehicles.

So why is there such a commitment to safety?

"The cost of these types of safety devices is minuscule when compared to lost revenue, downtime, and repair and replacement costs resulting from accidents involving company vehicles without these safety features," says Gordon West, NAFA president and the corporate fleet manager for Pfizer in New York City, NY. "Besides, you can't put a price on life. It just makes good sense to give drivers the safest vehicles possible."

The usual effort among fleet managers to instill the need for strong safety programs is expanding this year, in part due to proposed new requirements by the Occupational Safety and Health Administration (OSHA). As of press time, OSHA has yet to release its new regulations that may require employers to adopt driver safety awareness programs and mandatory seat belt policies for every employee who drives on company business. Currently, more than three-fourths of the company fleets managed by NAFA members already have seat belt policies, and approximately one-third of those companies provide driver safety awareness programs.

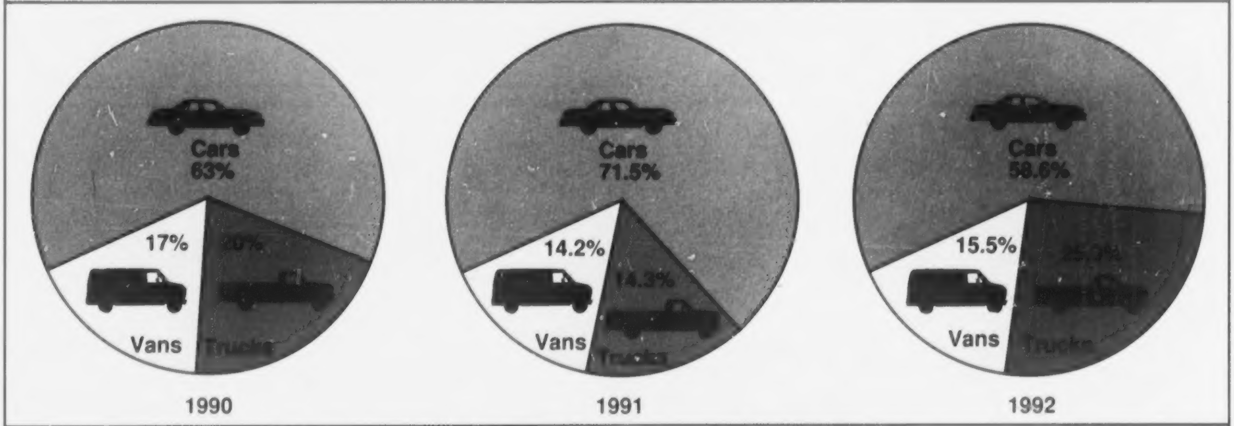
An analysis of the past three NAFA New Vehicle Acquisition Surveys shows that passenger car purchases are losing ground to pickups and minivans, despite the fact that they made up the overwhelming majority of new vehicle purchases in the 1990, 1991-, and 1992-model years. Down 12.9 percent from the 1991-model year, passenger car acquisitions dropped to 58.6 percent of planned purchases for the 1992-model year. Light-duty pickups, although dropping in popularity from the 1990-model year to the 1991-model year, have upsurged a full five percent over 1990-model year buys, and are 11.6 percent above the 1991-model year figures for planned purchases, accounting for 25.9 percent of planned buys this year. Minivans, extremely popular among fleets since their introduction, are up 1.3 percent in popularity for the 1992-model year, but are still less popular than they were in the 1990-model year, when they captured 17 percent of the new purchases among responding fleets.

These figures support other survey answers indicating that companies are moving toward fleets made up of light-duty trucks and minivans. Among the 13 percent of respondents who say they do plan to change the size and mix of their fleets, most are moving away from full-size vehicles to mid-size vehicles, although 87 percent of respondents say they plan no changes in the size or type of vehicles in their fleets.

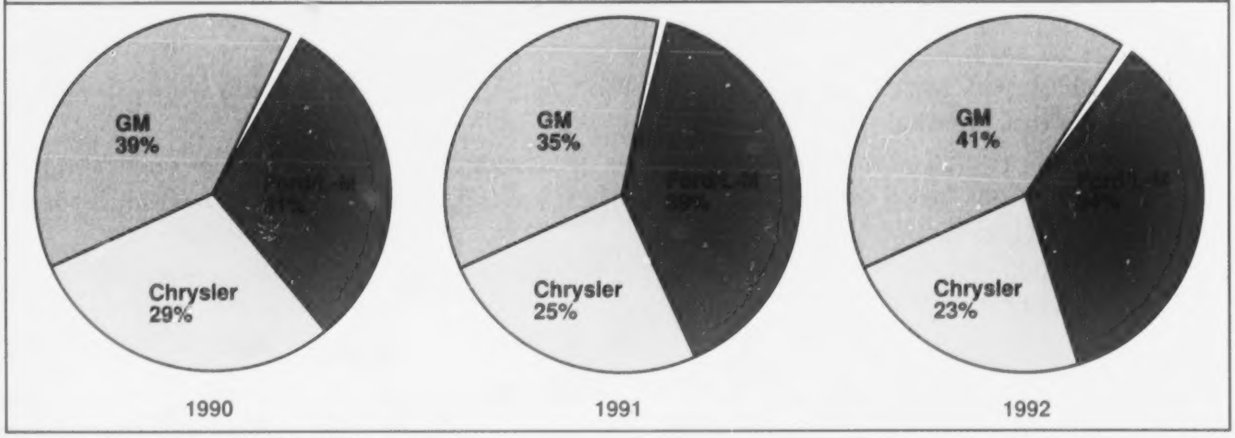
Among corporate fleets, 29 percent will only order vehicles that are equipped with airbags, and another 29 percent order airbags automatically if the option is available. Another six percent of responding corporate fleet managers allow their drivers to order airbags if available.

Anti-lock brakes also are popular, with 14 percent of responding

Purchasing Patterns: Three-Year Summary



Domestic Market Share: Three-Year Summary



Source: National Association of Fleet Administrators fleet managers saying they will only order ABS-equipped vehicles from the 1992-model year selection. Another 29 percent say they will order the safety device automatically if it is offered as an option.

Other options becoming popular include cellular phones, which are seen as an important business tool by a growing number of companies. More than half of the respondents (51 percent) say they do provide cellular equipment for their drivers. Among that 51 percent, 30 percent indicate cellular phones are provided to marketing, sales, and service personnel; 52 percent say executive and administrative personnel receive cellular phones, and another 11 percent provide cellular phones to drivers on an "as needed" basis. Anti-theft devices, however, are not seen to be as important as cellular phones. Only 16 percent of respondents say that anti-theft devices, either from the manufacturer or from aftermarket sources, will be installed on their 1992-model purchases.

Domestic manufacturers will receive nearly 99 percent of all 1992-model year vehicles purchased or leased by fleets responding to the NAFA survey.

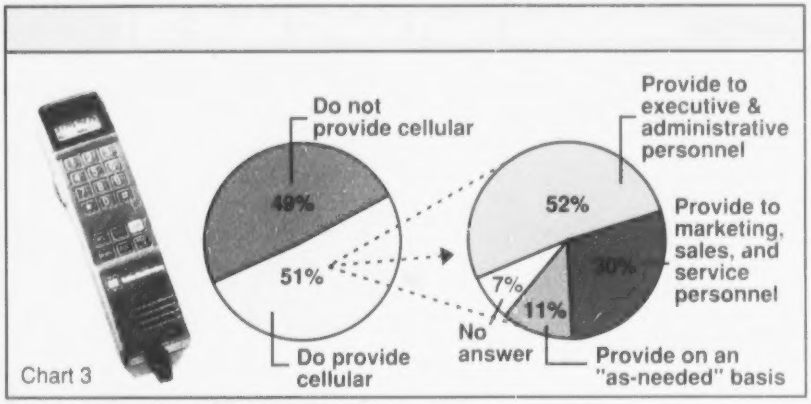


Chart 3

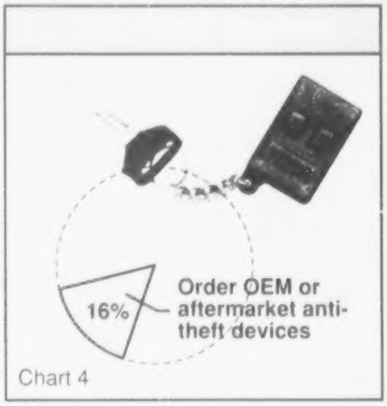


Chart 4

Source: National Association of Fleet Administrators

WE EMPOWER CORPORATE RIDERS.

To establish your organization's transportation facilities, or to upgrade your existing vehicle fleet, take this first important step.

Talk to the people who are willing to listen to your specific needs, who can make solid recommendations based on nearly 70 years of experience, and who will work within your budgetary guidelines.

The Pacifico Fleet Group will provide the precise cars, trucks, vans or specialized vehicles your corporate riders need for maximum performance, safety, and pride in their jobs.

Pacifico
FLEET GROUP

MERCURY
LINCOLN
mazda
HYUNDAI
FORD
NAFA AFFILIATE

Call for complete information
Outside PA 1(800)492-1701 IN PA 1(215)492-1700

67th and ESSINGTON AVE.
PHILA., PA. 19153

Circle 128 on Inquiry Card

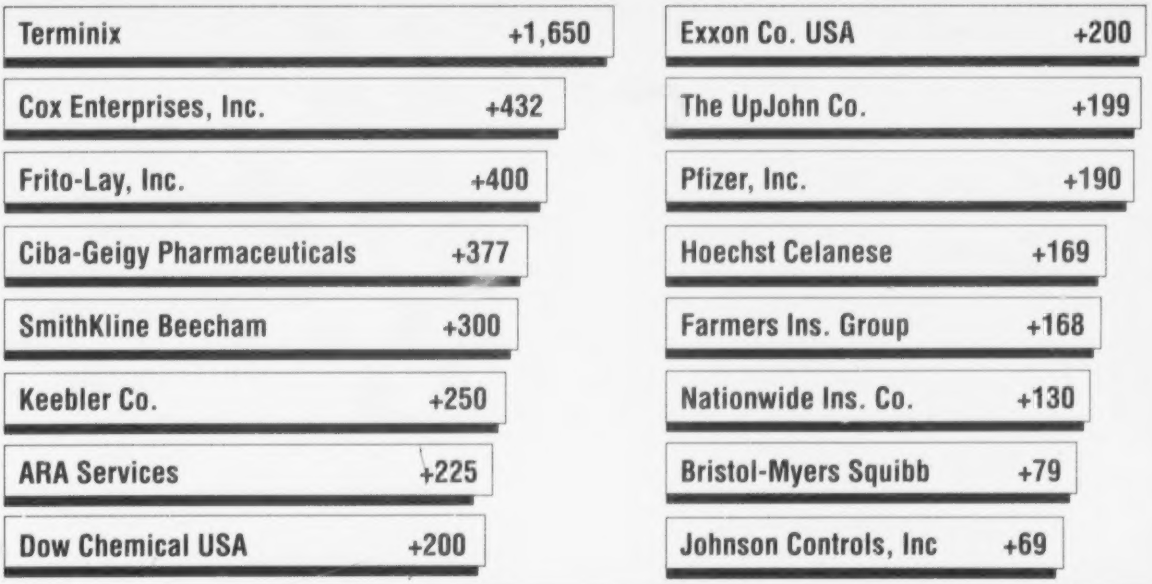
Despite Tough Times, Many Top 100 Fleets Grow

The companies appearing on Automotive Fleet's *1992 Top 100 listing that registered an increase in their fleet show a gain of 5,038 vehicles. Altogether, 85 percent of last year's Top 100 fleets reappeared on this year's list.*

Although 36percent of the corporate fleets appearing on *AF's* annual directory of the largest fleets in the nation registered at least some change in their unit count, the final tally of those changes held some positive news. Although 18 companies registered a decrease in fleet size for an average loss of 351 vehicles per fleet, 18 other companies increased the size of their fleet an average of 388 vehicles per fleet, which accounts for an increase of 5,038 vehicles since 1991 (see chart, below).

Eighty-five percent of last year's Top 100 reappeared on the Top 100 list, which points to the consistency of the results from the National Association of Fleet Administrator's 1992 New Vehicle Acquisition Survey, in which 83 percent of responding fleets said they planned little or no change in either the size or model mix of their fleets (for complete results of the NAFA survey, see page 60). *Automotive Fleet's* Second Top 100 (listing the 101st to 200th largest commercial fleets) will be published in the April 1992 issue. AF

Fleets Showing Unit Gains Since 1991 Listing



Terminix	+1,650
Cox Enterprises, Inc.	+432
Frito-Lay, Inc.	+400
Ciba-Geigy Pharmaceuticals	+377
SmithKline Beecham	+300
Keebler Co.	+250
ARA Services	+225
Dow Chemical USA	+200
Exxon Co. USA	+200
The UpJohn Co.	+199
Pfizer, Inc.	+190
Hoechst Celanese	+169
Farmers Ins. Group	+168
Nationwide Ins. Co.	+130
Bristol-Myers Squibb	+79
Johnson Controls, Inc	+69

FLEET STATISTICS

The 1992 Top 100

Commercial Fleets

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
1	UNITED PARCEL SERVICE Atlanta, GA	Don Parkinson	X	—	0	62,000	62,000
2	FEDERAL EXPRESS CORP. Memphis, TN	Jim Gwinner	X	ARI, GE Capital Fleet Services	52	24,908	24,960
3	QUALITY BAKERS AMERICA Greenwich, CT	David I. Armstrong	X	—	2,900	17,000	19,900
4	XEROX CORP. Rochester, NY	Ron Pink	—	GE Capital Fleet Services	6,000	10,000	16,000
5	SEARS, ROEBUCK AND CO. Chicago, IL	William H. Jones III	X	—	91	15,006	15,097
6	STATE FARM INSURANCE CO. Bloomington, IL	Thomas D. Sours	X	—	11,498	781	12,279
7	FRITO-LAY, INC. Dallas, TX	Tom Smith	X	—	600	11,500	12,100
8	DIGITAL EQUIPMENT CORP. Acton, MA	Ira Thompson	—	PHH FleetAmerica, GE Capital Fleet Services	10,700	500	11,200
9	EASTMAN KODAK CO. Rochester, NY	Mark Hardway	X	PHH FleetAmerica	7,639	1,718	9,357
10	CONTINENTAL BAKING CO. St. Louis, MO	Paul J. Walsh	X	—	400	8,868	9,268
11	ARA SERVICES, INC. Philadelphia, PA	Ralph Jamic	X	GE Capital Fleet Services	3,024	5,946	8,970
12	TELE-COMMUNICATIONS, INC. Englewood, CO	Lynn Langfield	X	GE Capital Fleet Services	553	8,178	8,731
13	HEWLETT-PACKARD CO. North Hollywood, CA	Craig Kundrotas	X	—	7,165	100	7,265
14	BORDEN, INC. Columbus, OH	Al Botbyl	X	Beafinser, Bank Amerilease, Ryder	1,090	6,085	7,175
15	AIRBORNE FREIGHT CORP. Seattle, WA	Gerry Madrid	X	—	500	6,500	7,000
16	MINNESOTA MINING & MANUFACTURING St. Paul, MN	R.A. (Dick) Martinson	X	—	5,328	1,245	6,573
17	SHELL OIL CO. Houston, TX	Doug Wildman	X	GE Capital Fleet Services	1,953	4,544	6,497
18	DOW CHEMICAL USA Midland, MI	Sue Sopen	—	GE Capital Fleet Services, Wheels	3,329	3,026	6,355
19	TEXACO, INC. White Plains, NY	Art Fritz	X	PHH FleetAmerica	2,110	3,921	6,031
20	ASHLAND OIL, INC. Ashland, KY	William D. Bloss	X	BLC Corp.	1,800	4,191	5,991

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
21	HONEYWELL, INC. Minneapolis, MN	Karen Reimer	—	GE Capital Fleet Services, PHH FleetAmerica	3,230	2,390	5,620
22	TUPPERWARE Orlando, FL	John Bandy	—	Wheels	5,550	21	5,571
23	TERMINIX, INC. Memphis, TN	Andy Gunnell	—	Wheels	650	4,850	5,500
24	INTERSTATE BRANDS CORP. Kansas City, MO	Gary Pasche	X	—	290	5,190	5,480
25	EXXON COMPANY U.S.A. Houston, TX	John Dewees	X	ARI	1,900	3,500	5,400
26	SMITHKLINE BEECHAM Philadelphia, PA	Sandi Nicotera	—	Wheels, PHH FleetAmerica	4,600	700	5,300
27	E.I. duPont de Nemours & Co. Wilmington, DE	Richard G. Prettyman	—	PHH FleetAmerica	3,228	1,820	5,048
28	MARY KAY COSMETICS Dallas, TX	Steve Morton	—	ARI	5,015	5	5,020
29	MOTOROLA C & E, INC. Schaumburg, IL	Judy Baxter	X	Associates Leasing	3,300	1,700	5,000
30	CHEMLAWN Columbus, OH	Ken Cheverko	X	BLC Truck Leasing, Triathalon, GE Capital Fleet Services	136	4,806	4,942
31	CAMPBELL TAGGART, INC. Dallas, TX	Ray Grzywinski	X	—	700	4,200	4,900
32	AMOCO CORP. Chicago, IL	Richard Lynch	X	PHH FleetAmerica, GE Capital Fleet Services	1,200	3,675	4,875
33	ROLLINS, INC. Atlanta, GA	John Willis	X	B&M Equipment Leasing, World Omni Leasing	618	4,022	4,640
34	CSX TRANSPORTATION Jacksonville, FL	Jim Fronckoski	X	ARI, Bank Amerilease	141	4,480	4,621
35	UNION CARBIDE CORP. Dansbury, CT	J.R. Walker	—	Wheels, ARI	3,400	1,203	4,603
36	WESTINGHOUSE ELECTRIC CORP. Pittsburgh, PA	Lou Dobak	X	PHH FleetAmerica GE Capital Fleet Services	2,700	1,800	4,500
37	HOFFMANN-LaROCHE Nutley, NJ	Denise Gizzo	—	Wheels	4,100	300	4,400
38	BURLINGTON NORTHERN RAILROAD St. Paul, MN	John Long	X	—	598	3,610	4,208

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
39	GOODYEAR TIRE & RUBBER CO. Akron, OH	Joane Rienhart	X	PHH FleetAmerica GE Capital Fleet Services	1,050	3,150	4,200
40	MERCK & CO., INC. Rahway, NJ	Art Welton	X	PHH FleetAmerica	3,949	163	4,112
41	AETNA LIFE & CASUALTY Hartford, CT	Martin F. Crean	—	Wheels	3,933	174	4,107
42	VPSI Troy, MI	Kenneth Sieloff	X	—	107	3,930	4,037
43	CRAWFORD & COMPANY Atlanta, GA	Wanda Ellison	—	B&M Equipment Leasing	3,851	150	4,001
44	PHILIP MORRIS USA New York, NY	Gregory Tarring	—	PHH FleetAmerica, GE Capital Fleet Services	1,000	3,000	4,000
45	TW SERVICES Spartanburg, SC	Helen Cook	X	ARI	950	2,950	3,900
46	ABBOTT LABORATORIES Abbott Park, IL	Greeley Koch	—	Wheels, GE Capital Fleet Services, PHH FleetAmerica	3,000	724	3,724
47	KEEBLER CO. Elmhurst, IL	Richard Allen	—	Pitney Bowes, Norlease, Mero Bank, MDFC, BOT Fin. Svc.	2,100	1,600	3,700
48	PHILLIPS PETROLEUM CO. Bartlesville, OK	James I. Grillot	X	—	685	3,013	3,698
49	GENERAL ELECTRIC MED. SYS. Waukesha, WI	Sheryl Grossman	X	GE Capital Fleet Services	1,640	1,981	3,621
50	ARATEX SERVICES, INC. Burbank, CA	Merrit Kinne	X	GE Capital Fleet Services	800	2,800	3,600
51	PROCTER & GAMBLE Cincinnati, OH	Connie Smith	X	—	3,600	0	3,600
52	NABISCO BRANDS, USA/BISCUIT DIV. East Hanover, NJ	Bill Kiddle	—	PHH FleetAmerica	2,112	1,438	3,550
53	EMERY WORLDWIDE Palo Alto, CA	Dean Wright, Jr.	X	Penske Truck Leasing	0	3,500	3,500
54	R.J. REYNOLDS TOBACCO CO. Winston-Salem, NC	Larry Giddens	—	PHH FleetAmerica	1,500	2,000	3,500
55	SERVICE AMERICA CORP. Stamford, CT	Wilber O. Wachter	X	PHH FleetAmerica, Wheels	0	3,439	3,439
56	ADT SECURITY SYSTEMS Parisippany, NJ	John Africano	X	GE Capital Fleet Services	600	2,800	3,400
57	TENNECO, INC. Houston, TX	Tiny Robertson	X	—	400	3,000	3,400

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
58	**TRAVELERS INSURANCE CO.** **Hartford, CT**	Thomas F.X. Whalon	—	PHH FleetAmerica	3,246	114	3,360
59	FARMERS INSURANCE GROUP Los Angeles, CA	Eugene Grembowski	X	—	3,227	109	3,336
60	**SIEMENS NIXDORF/TELPLUS** **Boca Raton, FL**	Robert Fisher	—	ARI, Mike Albert Leasing	300	3,000	3,300
61	PFIZER, INC. New York, NY	Gordon B. West	—	PHH FleetAmerica, Wheels	3,073	141	3,214
62	**JOHNSON CONTROLS, INC.** **Milwaukee, WI**	Bob Borchert	—	GE Capital Fleet Services, Wheels, Southgate	258	2,900	3,158
63	SERVICE CORP. Houston, TX	Gary Sanders	X	—	1,296	1,827	3,123
64	**NORFOLK SOUTHERN CORP.** **Roanoke, VA**	Sam Hammett	X	—	817	2,287	3,104
65	ENTEMANN'S BAKERY, INC. Bay Shore, NY	Gene Bianco	X	—	0	3,010	3,010
66	**KRAFT, INC. RETAIL FOOD GROUP** **Glenview, IL**	W.R. (Bill) Reynolds	—	GE Capital Fleet Services	3,000	0	3,000
67	COX ENTERPRISES, INC. Atlanta, GA	Patsy Brownson	X	ARI, Wheels	492	2,469	2,961
68	**BAXTER HEALTHCARE CORP.** **Deerfield, IL**	Patrick Sheehan	—	Wheels, GE Capital Fleet Services	1,600	1,300	2,900
69	GENERAL ELECTRIC IND. & POWER SYS. Norcross, GA	Carmen Noakes	X	GE Capital Fleet Services	2,310	582	2,892
70	**THE UPJOHN COMPANY** **Kalamazoo, MI**	Steve Levine	X	Wheels	2,299	580	2,879
71	SUBURBAN PROPANE/PETROLANE Long Beach, CA	Warren Clark	X	—	0	2,800	2,800
72	**ECOLAB, INC.** **St. Paul, MN**	Jerry Rodewald	—	GE Capital Fleet Services	1,700	1,000	2,700
73	PPG INDUSTRIES Pittsburgh, PA	Debbie Durick	X	GE Capital Fleet Services	1,281	1,418	2,699
74	**WARNER LAMBERT CO.** **Morris Plains, NJ**	Ed Oleksy	—	PHH FleetAmerica, Wheels	2,662	0	2,662
75	BRISTOL-MYERS SQUIBB USPG & MJNG Evansville, IN	Steve Vanderver	—	PHH FleetAmerica, Wheels	2,351	304	2,655

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
76	GENERAL ELECTRIC CONSUMER SERVICE Louisville, KY	Philip Schelling	—	GE Capital Fleet Services	0	2,626	2,626
77	WHITMAN CORP. Rolling Meadows, IL	Geraldine Marquart	—	GE Capital Fleet Services	1,900	700	2,600
78	McDONALD'S CORP. Oakbrook, IL	Susan Miller	X	—	2,526	48	2,574
79	NATIONAL LINEN SERVICE Atlanta, GA	Tom Spight	X	—	125	2,441	2,566
80	UNION PACIFIC RAILROAD Omaha, NE	Tom Lake	X	GE Capital Fleet Services	568	1,950	2,518
81	ATCHISON TOPEKA SANTA FE RAILROAD Topeka, KS	Joan Williams	X	GE Capital Fleet Services	306	2,194	2,500
82	CIGNA CORP. Philadelphia, PA	Tina Kourakos	X	PHH FleetAmerica	2,346	139	2,485
83	USX CORP Pittsburgh, PA	Don Hillwig	—	PHH FleetAmerica	380	2,046	2,426
84	MARATHON OIL CO. Houston, TX	Liz Nikel	X	PHH FleetAmerica, GE Capital Fleet Services, Wheels	762	1,632	2,394
85	TEXTRON, INC. Providence, RI	Howard Maurer	—	PHH FleetAmerica	1,800	590	2,390
86	AMERICAN BAKERIES Charlotte, NC	Jean Carter	X	GE Capital Fleet Services	100	2,272	2,372
87	ENVIRONMENTAL INDUSTRIES Calabasas, CA	Bill Johnson	X	—	375	2,005	2,380
88	NATIONWIDE INSURANCE CO. Columbus, OH	Gail Royer	—	Wheels	2,315	35	2,350
89	McKESSON CORP. San Francisco, CA	Beverly Heim	X	United States Fleet Leasing	928	1,404	2,332
90	DHL AIRWAYS, INC. Redwood City, CA	Fred Shepherd	—	ARI, GE Capital Fleet Services, ARI	0	2,300	2,300
91	ELI LILLY & CO. Indianapolis, IN	Hal Olsen	—	Wheels	2,011	236	2,247
92	DIEBOLD, INC. Canton, OH	Linda Taylor	—	PHH FleetAmerica	600	1,600	2,200
93	HARTFORD INSURANCE GROUP Hartford, CT	Diane Britell	—	PHH FleetAmerica	2,095	95	2,190

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSORS	# CARS	# TRUCKS & VANS	TOTAL
94	SHAKLEE CORP. San Francisco, CA	Janice Williamson	—	In-house	2,000	150	2,150
95	HOECHST CELANESE Somerville, NJ	Isabel Bogusz	—	Wheels	1,628	469	2,097
96	CIBA-GEIGY PHARM. Summit, NJ	Barbara Bell	—	PHH FleetAmerica	1,873	204	2,077
97	ENRON CORP. Houston, TX	Don Conant	X	—	338	1,712	2,050
98	ABB BUSINESS SERVICES, INC. Windsor, CT	Donald LePard	—	ARI, McCullagh	1,500	500	2,000
99	AVON PRODUCTS, INC. New York, NY	Maxine Sullivan	—	GE Capital Fleet Services, PHH FleetAmerica	1,000	1,000	2,000
100	BROWN & WILLIAMSON TOBACCO Louisville, KY	Charles (Mike) Cooley	X	—	635	1,354	1,989

Automotive Fleet's Top 100 Alphabetical Cross Reference

ABB BUSINESS SERVICES, INC	38
ABBOTT LABORATORIES	46
ADT SECURITY SYSTEMS	56
AETNA LIFE & CASUALTY	41
AIRBORNE FREIGHT CORP	15
AMERICAN BAKERIES	86
AMOCO CORP	32
ARA SERVICES INC	11
ARATEX SERVICES, INC	50
ASHLAND OIL, INC	20
ATCHISON TOPEKA SANTA FE RAILROAD	81
AVON PRODUCTS, INC	99
BAXTER HEALTHCARE CORP	68
BORDEN, INC	14
BRISTOL-MYERS SQUIBB USPG & MJNG	75
BROWN & WILLIAMSON TOBACCO	100
BURLINGTON NORTHERN RAILROAD	38
CAMPBELL TAGGART, INC	31
CHEMLAWN	30
CIBA-GEIGY PHARM	96
CIGNA CORP	82
CONTINENTAL BAKING CO	10
COX ENTERPRISES, INC	67
CRAWFORD & COMPANY	43
CSX TRANSPORTATION	34
DHL AIRWAYS, INC	90
DIEBOLD, INC	92
DIGITAL EQUIPMENT CORP	8
DOW CHEMICAL USA	18
E.I. DuPont de Nemours & Co.	27
EASTMAN KODAK CO	9
ECOLAB, INC	72
ELI LILLY & CO	91
EMERY WORLDWIDE	53
ENRON CORP	97
ENTENMANN'S BAKERY, INC	65
ENVIRONMENTAL INDUSTRIES	87
EXXON COMPANY U.S.A	25
FARMERS INSURANCE GROUP	59
FEDERAL EXPRESS CORP	2
FRITO-LAY, INC	7
GENERAL ELECTRIC CONSUMER SERVICE	76
GENERAL ELECTRIC IND. & POWER SYS	69
GENERAL ELECTRIC MED. SYS	49
GOODYEAR TIRE & RUBBER CO	39
HARTFORD INSURANCE GROUP	93
HEWLETT-PACKARD CO	13
HOECHST CELANESE	95
HOFFMANN-LaROCHE	37
HONEYWELL, INC	21
INTERSTATE BRANDS CORP.	24
JOHNSON CONTROLS, INC.	62
KEEBLER CO.	47
KRAFT, INC. RETAIL FOOD GROUP	66
MARATHON OIL CO.	84
MARY KAY COSMETICS	28
McDONALD'S CORP.	78
McKESSON CORP.	89
MERCK & CO., INC.	40
MINNESOTA MINING & MANUFACTURING	16
MOTOROLA C & E, INC.	29
NABISCO BRANDS, USA/BISCUIT DIV.	52
NATIONAL LINEN SERVICE	79
NATIONWIDE INSURANCE CO.	88
NORFOLK SOUTHERN CORP.	64
PFIZER, INC.	61
PHILIP MORRIS USA	44
PHILLIPS PETROLEUM CO.	48
PPG INDUSTRIES	73
PROCTER & GAMBLE	51
QUALITY BAKERS AMERICA	3
R.J. REYNOLDS TOBACCO CO.	54
ROLLINS, INC.	33
SEARS, ROEBUCK AND CO.	5
SERVICE AMERICA CORP.	55
SERVICE CORP.	63
SHAKLEE CORP.	94
SHELL OIL CO.	17
SIEMENS NIXDORF/TELPLUS	60
SMITHKLINE BEECHAM	26
STATE FARM INSURANCE CO.	6
SUBURBAN PROPANE/PETROLANE	71
TELE-COMMUNICATIONS, INC.	12
TENNECO, INC.	57
TERMINIX, INC.	23
TEXACO, INC.	19
TEXTRON, INC.	85
THE UPJOHN COMPANY	70
TRAVELERS INSURANCE CO.	58
TUPPERWARE	22
TW SERVICES	45
UNION CARBIDE CORP.	35
UNION PACIFIC RAILROAD	80
UNITED PARCEL SERVICE	1
USX CORP	83
VPSI	42
WARNER LAMBERT CO.	74
WESTINGHOUSE ELECTRIC CORP.	36
WHITMAN CORP.	77
XEROX CORP.	4

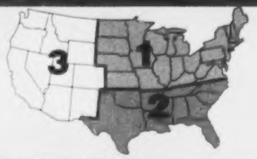
REPRINTS OF TOP 100: Reprints of this special 16-page section are available through AF's Reader Service Manager, 2512 Artesia Blvd., Redondo Beach, CA 90278, or by phoning (310) 376-8788.

1-9 Copies .... $3.00 per copy   10-100 Copies .... $1.50 per copy   Over 100 .... $.75 copy

Note: The TOP 100 list is copyrighted and may not be reproduced.

USED-CAR PRICES

The following are average used-car prices for the period ending December 27,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



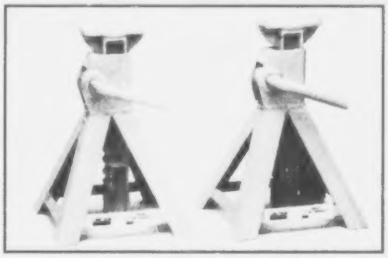
AVERAGE AUCTION PRICE			
Model	**Zone 1**	**Zone 2**	**Zone 3**
89 BUICK SKYHAWK			
Coupe	5,325	5,380	5,252
Sedan	5,398	5,452	5,321
88 BUICK SKYHAWK			
Coupe	4,337	4,381	4,278
Sedan	4,400	4,444	4,338
90 BUICK SKYLARK			
Cust. Sedan	7,301	7,374	7,199
89 BUICK SKYLARK			
Cust. Sedan	6,197	6,259	6,110
90 BUICK CENTURY			
Cust. Sedan	7,894	7,973	7,783
89 BUICK CENTURY			
Cust Sedan	6,150	6,212	6,064
90 BUICK LESABRE			
Cust. Sedan	10,237	10,339	10,093
89 BUICK LESABRE			
Cust. Sedan	7,984	8,063	7,872
90 CADILLAC DEVILLE			
Coupe	16,585	16,751	16,353
Sedan	16,753	16,921	16,518
89 CADILLAC DEVILLE			
Coupe	13,595	13,732	13,405
Sedan	13,745	13,882	13,552
90 CADILLAC SEVILLE			
Sedan	17,058	17,228	16,818
89 CADILLAC SEVILLE			
Sedan	14,024	14,164	13,827
90 CHEVY BERETTA			
Coupe	7,334	7,407	7,231
89 CHEVY BERETTA			
Coupe	6,201	6,262	6,114
90 CHEVY CORSICA			
Hatchback 5 Dr.	7,026	7,093	6,928
89 CHEVY CORSICA			
Hatchback 4 Dr	5,803	5,861	5,721
90 CHEVY CAVALIER			
Sedan	5,837	5,895	5,755
89 CHEVY CAVALIER			
Sedan	4,795	4,844	4,729
89 CHEVY CELEBRITY			
Sedan	5,530	5,586	5,453
88 CHEVY CELEBRITY			
Sedan	4,423	4,467	4,360
90 CHEVY CAPRICE			
Sedan	7,989	8,069	7,877
89 CHEVY CAPRICE			
Sedan	6,213	6,275	6,125
90 CHRYSLER LEBARON			
Sedan	8,844	8,931	8,719
89 CHRYSLER LEBARON			
Highline Sedan	5,953	6,011	5,869
90 CHRYSLER NEW YORKER			
Salon Sedan	10,554	10,659	10,405
89 CHRYSLER NEW YORKER			
Sedan	8,967	9,058	8,842
89 CHRYSLER FIFTH AVENUE			
Sedan	9,054	9,146	8,928
88 CHRYSLER FIFTH AVENUE			
Sedan	7,031	7,101	6,932
89 DODGE ARIES AMERICA			
Sedan	4,399	4,442	4,335
88 DODGE ARIES AMERICA			
Sedan	3,455	3,489	3,406
90 DODGE SHADOW			
Liftbk 5 Dr	5,999	6,058	5,915
89 DODGE SHADOW			
Liftbk 5 Dr	4,969	5,019	4,898
90 DODGE DYNASTY			
Sedan	7,956	8,036	7,845
90 FORD ESCORT			
Htchbk 4 Dr LX	5,202	5,253	5,127
89 FORD ESCORT			
Htchbk 4 Dr LX	4,201	4,243	4,141
90 FORD MUSTANG			
LX-4 Coupe	6,865	6,933	6,769
90 FORD TEMPO			
GL Sedan 4 Dr	6,010	6,069	5,925
89 FORD TEMPO			
GL Sedan 4 Dr	4,871	4,922	4,803
90 FORD TAURUS			
GL Sedan 4 Dr	8,306	8,390	8,191
89 FORD TAURUS			
GL Sedan 4 Dr	6,463	6,529	6,373
90 FORD CROWN VICTORIA			
Sedan	9,917	10,016	9,778
89 FORD CROWN VICTORIA			
Sedan	8,176	8,258	8,062
90 THUNDERBIRD			
Coupe	8,986	9,077	8,860
89 THUNDERBIRD			
Coupe	7,598	7,673	7,492
90 LINCOLN			
Town Car Sedan	16,711	16,878	16,476
Mark VII LSC Coupe	15,851	16,008	15,628
Continental Sedan	15,450	15,605	15,235
89 LINCOLN			
Town Car Sedan	12,306	12,428	12,132
Mark VII LSC Coupe	13,196	13,328	13,012
Continental Sedan	13,096	13,227	12,911
90 MAZDA 626			
LX Sedan 4 Dr	9,612	9,708	9,534
90 MERCURY COUGAR			
LS Coupe	9,646	9,742	9,509
89 MERCURY COUGAR			
LS Coupe	8,211	8,293	8,094
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6,155	6,217	6,069
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5,004	5,053	4,933
90 MERCURY SABLE			
GS Sedan 4 Dr	8,413	8,497	8,295
89 MERCURY SABLE			
GS Sedan 4 Dr	6,513	6,578	6,422
90 MERCURY GRAND MARQUIS			
GS Sedan	10,359	10,462	10,212
89 MERCURY GRAND MARQUIS			
GS Sedan	8,699	8,785	8,577
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,024	6,084	5,976
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,692	6,759	6,639
90 NISSAN MAXIMA			
SE Sedan	14,096	14,238	13,985
89 NISSAN MAXIMA			
SE Sedan	11,783	11,899	11,687
90 NISSAN SENTRA			
Sedan 2 Dr	5,170	5,220	5,128
89 NISSAN SENTRA			
Sedan 2 Dr	3,878	3,917	3,846
90 NISSAN STANZA			
XE Sedan 4 Dr	8,876	8,965	8,806
89 NISSAN STANZA			
Ntch 4 Dr	7,000	7,070	6,945
90 OLDS CIERA			
S Coupe	7,957	8,035	7,845
Sedan	8,039	8,119	7,927
89 OLDS CIERA			
Coupe	6,081	6,142	5,995
Sedan	6,150	6,212	6,064
90 OLDS CALAIS			
Sedan	6,489	6,555	6,398
89 OLDS CALAIS			
Sedan	5,652	5,708	5,573
90 OLDS CUTLASS SUPREME			
Coupe	8,813	8,901	8,690
89 OLDS CUTLASS SUPREME			
Coupe	7,147	7,219	7,048
90 OLDS 98 REGENCY			
Sedan	12,815	12,944	12,637
89 OLDS 98 REGENCY			
Sedan	9,900	9,997	9,760
89 PLYMOUTH RELIANT			
Sedan	4,376	4,420	4,315
88 PLYMOUTH RELIANT			
Sedan	3,455	3,489	3,406
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,982	6,042	5,898
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,969	5,019	4,898
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,603	4,648	4,537
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,614	3,649	3,562
90 ACCLAIM			
Sedan	6,709	6,776	6,614
90 PONTIAC SUNBIRD			
LE Sedan	6,219	6,282	6,133
SE Coupe	6,444	6,508	6,353
89 PONTIAC SUNBIRD			
LE Sedan	5,206	5,259	5,133
SE Coupe	5,346	5,400	5,272
90 PONTIAC 6000			
LE Sedan	7,807	7,885	7,698
89 PONTIAC 6000			
LE Sedan	5,808	5,866	5,726
90 PONTIAC GRAND AM			
LE Sedan	7,331	7,405	7,229
89 PONTIAC GRAND AM			
LE Sedan	6,129	6,190	6,043
90 PONTIAC BONNEVILLE			
LE Sedan	10,116	10,217	9,974
89 PONTIAC BONNEVILLE			
LE Sedan	7,826	7,906	7,717
90 PONTIAC GRAND PRIX			
Coupe	8,941	9,030	8,815
89 PONTIAC GRAND PRIX			
Coupe	7,197	7,269	7,090
90 SUBARU LEGACY			
Sedan 4 Dr	8,177	8,260	8,112
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,719	9,816	9,641
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8,025	8,105	7,962
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,958	7,029	6,903
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,198	6,259	6,149
90 TOYOTA CRESSIDA			
Lux Sedan	14,864	15,012	14,746
89 TOYOTA CRESSIDA			
Lux Sedan	12,401	12,526	12,303
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	8,000	8,079	7,936
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,461	6,526	6,410
90 VOLVO			
240 DL Sedan	11,963	12,082	11,867
89 VOLVO			
240 DL Sedan	10,114	10,216	10,034

PRODUCTS/SERVICES

tion is turned off. The System 7000 DRL measures $2\frac{5}{8}$ inches square by $1\frac{5}{8}$ inches deep and weighs approximately four ounces. The activator is mounted beneath the dash, and the 12-volt system uses only five milliamps when the unit is off and 200 milliamps when the unit is activated. *Vandal Alert Security Systems.*

Circle 223 on Inquiry Card

TWO- AND FIVE-TON CAPACITY VEHICLE STANDS from Lincoln Automotive are value-priced and sturdy. Model 96505 is a two-ton capacity stand that adjusts from a low height of $11\frac{1}{4}$ inches to a Maximum height of $17\frac{3}{4}$ inches. The 96516 is a five-ton capacity jack stand adjusting from 16 inches to $24\frac{1}{2}$ inches. The vehicle stands feature rachet-type height adjustment and welded construction. They are designed to be used in pairs and are not sold separately. *Lincoln.*



Circle 228 on Inquiry Card

FINE-TUNE AUTOMOTIVE FLEET PRACTICES with Runzheimer International's *1991-1992 Survey & Analysis of Business Car Policies & Costs.* This ninth edition has been revised to include more extensive data on the costs of operating leased and company-owned fleets and provides fleet managers with a resource to use when assessing, restructuring, or adding fleet programs and policies. The *Policies & Costs* guide provides data and analysis on methods of vehicle repair and maintenance, monthly operating costs, vehicle replacement cycles, lessor quality, vehicle disposal practices, fleet cost control methods, and cost and maintenance for alternative-fuel vehicles, executive car programs, and more. *Runzheimer International.*

Circle 226 on Inquiry Card

THE MARTECTOR MODULAR DIVIDER SYSTEM for cargo areas of pickups and vans is a systems approach to space organization that allows users to not only protect the cargo area of a vehicle from damage, but divide the available cargo space to accommodate current needs. The modular system is made of durable, lightweight, and weather-resistant polymer plastics, installs quickly, and protects cargo by securing it in place. The Martector system is available in four configurations. *Martec Plastics.*

Circle 229 on Inquiry Card

GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Fort Smith, AR	137.2¢	92.7¢
San Jose, CA	144.2	111.9
Colorado Springs, CO	150.6	99.6
Dover, DE	121.4	108.2
Miami, FL	146.0	106.1
Honolulu, HI	193.2	145.9
Rockford, IL	155.2	116.7
Topeka, KS	120.6	89.9
Worcester, MA	136.9	118.4
St. Paul, MN	132.7	103.9
Sedalia, MO	114.2	87.2
Charlotte, NC	133.9	107.9
Las Cruces, NM	134.9	99.9
Corpus Christi, TX	125.9	99.9
Yakima, WA	170.4	118.4

The average U.S. full-serve gasoline price for the month of January was 134.4 cents per gallon.
The average U.S. self-serve gasoline price for the month of January was 110.8 cents per gallon.
Survey conducted during the first five working days of January 1992.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

automotive
FLEET
Company Car
Policy Manual

- protect your company
- save operational dollars
- inform your drivers of prescribed and proven procedures

contains:

- ***detailed policies and procedures***
- ***sample forms***

$20.00

includes postage and handling

Send check with order to:

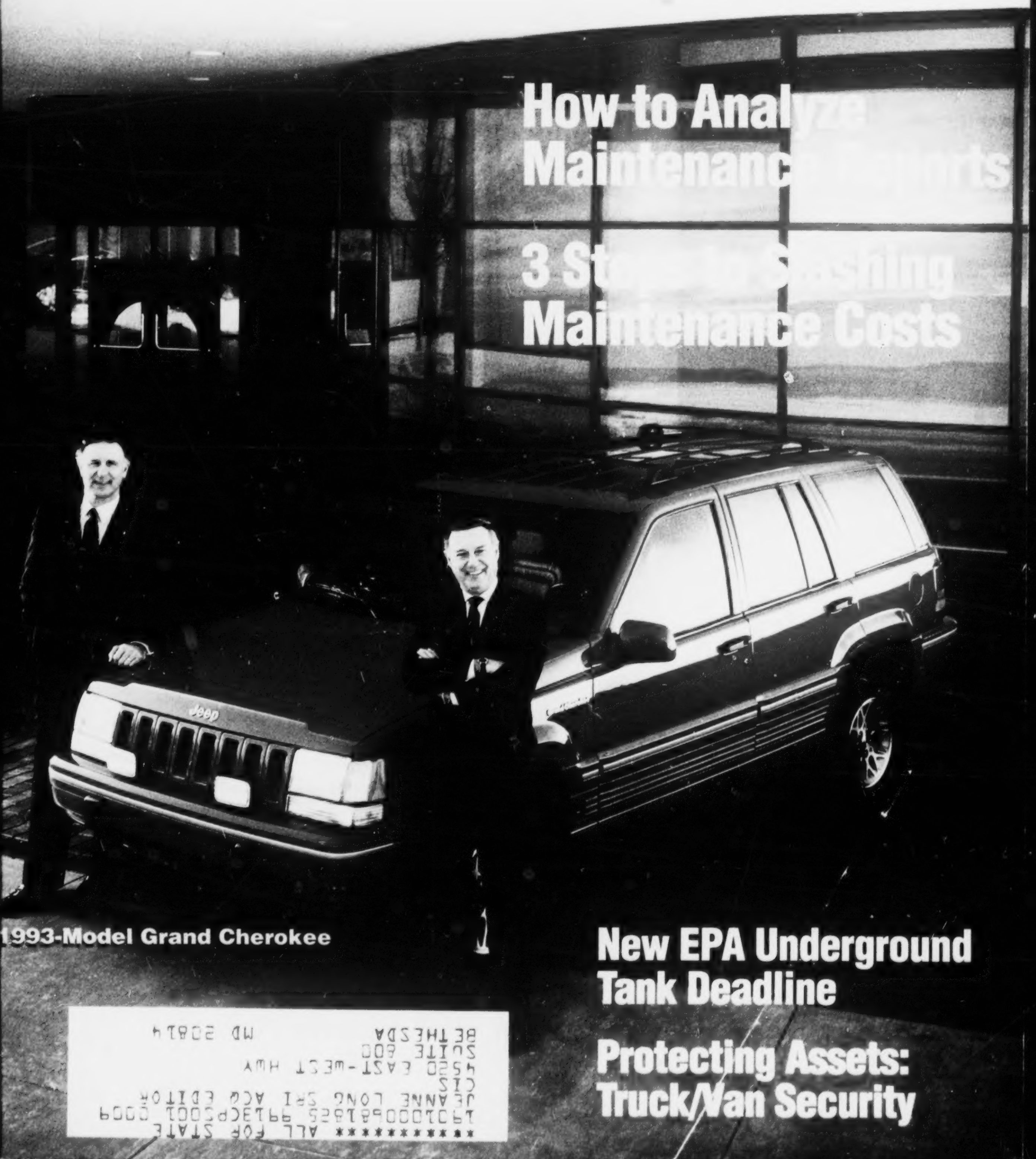
Circulation Department
Bobit Publishing Co.
2512 Artesia Blvd.
Redondo Beach, CA 90278

1992 Professional Fleet Manager Award Nominees

march 1992

automotive FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



How to Analyze Maintenance Reports

3 Steps to Slashing Maintenance Costs

1993-Model Grand Cherokee

New EPA Underground Tank Deadline

Protecting Assets: Truck/Van Security

*********** ALL FOF STATE
1901000681825 9913CP5001 0009
JEANNE LONG SRI ACQ EDITOR
CIS
4520 EAST-WEST HWY
SUITE 800
BETHESDA MD 20814

automotive
FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

March 1992
VOL. 31, NO. 5

Influencing the management of
5,072,000 cars and 2,209,000 light trucks
and vans in business, leasing, rental,
utility, government, police, and taxi fleets.

Features

14 **How to Analyze Maintenance Reports to Reduce Costs**
Properly analyzing maintenance exception reports can help control operating costs by identifying problem vehicles and drivers. Not every exception, however, is a true "problem."

22 **Three Steps to Cutting Maintenance Costs**
First, establish a PM schedule, then document it religiously. Last, look outside the program for additional ways to cut maintenance costs.

28 **Who Are the 1992 Professional Fleet Manager Award Nominees?**
Ten candidates vie for the eighth annual Automotive Fleet *Professional Fleet Manager Award.*

36 **NAFA and AFLA Meetings Focus on Education**
A complete agenda for these fleet associations' annual conferences, held this year in Toronto, Ontario.

42 **Insurance Deadline Extended for Underground Tanks**
The Environmental Protection Agency has extended the liability-coverage deadline to give small fleets more time to comply.

Truck/Van Section

46 **Truck and Van Security: Protecting Company Assets**
Many fleets are turning to alarms and electronic vehicle-tracking devices to keep from becoming a crime statistic.

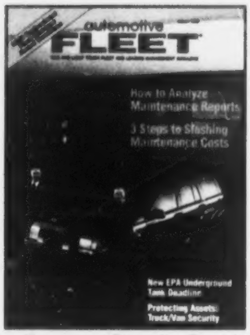
54 **Grand Cherokee Offers Utility with Sport Sedan Handling**
The all-new Jeep Grand Cherokee, built at Chrysler's new Jefferson North assembly plant, represents more than $1 billion in vehicle and facility investment for the automaker.

Departments

Letters 8
Industry News 10
Hotline 13
Truck and Van News 58
Personnel Personals 61
Leasing 64
Used-Car Prices 66
Products/Services 69
Gas Prices/Classified 70
Ad Index/Calendar 71
Editorial 72

Page 22 *— A good maintenance program must not only cut repair costs, but the program itself must be cost-effective.*

Page 46 *— Larceny and theft of the contents of a motor vehicle account for 22 percent of all crimes nationally — now fleets are fighting back!*


automotive
FLEET
How to Analyze Maintenance Reports
3 Steps to Slashing Maintenance Costs
New EPA Underground Tank Deadline
Protecting Assets: Truck/Van Security

On the Cover *— Theodor Cunningham, Chrysler's executive vice president — sales and marketing, and Hal Barton, general manager of Chrysler Fleet Operations, are shown with the new Jeep Grand Cherokee. For more information, see page 54.*

AUTOMOTIVE FLEET® (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year; Canada $42 per year; Foreign $53 per year. Single copy price – $3; Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes, *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.*

NAFA Toronto Conference Keynote Speaker Announced

The National Association of Fleet Administrators announced that the keynote speaker for its 35th Annual Conference in Toronto, Ontario, Canada is U.S. Secretary of Energy James Watkins.

As a Bush Administration cabinet member, Watkins is the president's closest advisor on energy policy and a vocal proponent of alternate fuel usage. His principal duties include directing and supervising the administration of the Department of Energy, and deciding major energy policy and planning issues.

Watkins will speak on Monday, April 13, 1992 at 12:30 p.m. at the Sheraton Centre Hotel in Toronto.

TRAVEL MANAGEMENT

Travel Manager Survey Results

The vast majority of travel managers negotiate some form of hotel rate discounts for their business travelers, and for the best rates target particular, individual hotel properties, according to a recent survey by *Runzheimer Reports on Travel Management.*

Corporate travel managers across the United States returned 139 survey questionnaires, and 96 percent stated they had been successful in obtaining room rate discounts for their sales representatives or management personnel at individual hotel properties, while 50 percent responded that they had been successful in obtaining such price concessions from chain hotels.

Typical room rate discounts range from 10 to 29 percent, but at least 16 percent of those surveyed had achieved discounts of more than 39 percent, and a few travel pros enjoy discounts up to as much as 59 percent.

What do hotels get in return? Travel managers often guarantee volume, measured in "number of room nights." Most commonly, travel managers guarantee less than 130 room nights per year with individual hotels, and more than 130 room nights per year when dealing with hotel chains. Because lodging costs consume more than 21 percent of the typical travel budget, travel managers are eager to offer hotels steady business in return for discounts.

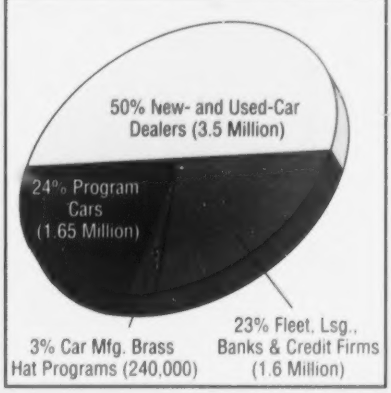
The 1993-model year Cadillac Allante features a 290-horsepower 4.6-liter multi-valve V-8 engine, advanced traction control, road sensing suspension, and a pass-key ignition system that shuts down the starter, electric fuel pump, and powertrain management system if the resistor pellet inside the key does not match a resistor pellet inside the ignition mechanism.

REMARKETING REPORT

7 Million Vehicles Move Through Auctions in '91

Darryll Ceccoli, president of Manheim Auctions, said that seven million vehicles were sold through the nation's auction industry in 1991 at a value of approximately $40 billion.

Who Used Auctions in 1991?



Half of these vehicles came from new- and used-car dealerships, with the remainder coming from automakers, fleets, leasing companies, and financial institutions.

Speaking at the *Automotive News* World Congress, Ceccoli said program cars from daily rental fleets accounted for 24 percent of the sales, and added that approximately 1.5 million vehicles go into those fleets annually, although he expects that number to decline starting in 1995.

"As the length of time in service increases and the resultant number of turnover cycles decreases for daily rental cars, volumes will decline," said Ceccoli.

He also said that 85 percent of all new cars sold go toward replacing the number of vehicles scrapped. The remaining 15 percent go toward expansion of the domestic rolling stock of vehicles, which currently numbers approximately 180 million vehicles.

Auction Use By Multi-Outlet Dealers Rising

A used-car study recently completed by the National Auto Auction Association (NAAA) shows that a move toward multi-outlet dealers is a boon for the auction industry. As dealerships continue to consolidate and fewer dealers handle larger volumes of used vehicles, the need for wholesale auction services to balance dealer stocks will increase, according to the study. New-car dealerships accounted for 58 percent (4.5 million) of the vehicles consigned

ENERGY BILL PASSES; ACCELERATES GOVT. FLEET ALTERNATIVE FUEL USAGE

The U.S. Senate voted 94 to four on Feb. 19, 1992 to approve Senate Bill 2166, also known as the National Energy Strategy Act (NESA), which includes a provision that accelerates the mandated acquisition of alternative-fueled vehicles for federal and state fleets than previously stipulated by the Clean Air Act Amendments of 1990. Under the Clean Air Act, federal and state fleets are mandated to have 30 percent of their 1998 new-vehicle purchases (under 8,500 lbs. GVW) be alternative-fuel units. The NESA accelerates the start date of required alternative-fueled vehicle acquisitions to 1993 for the federal fleet by mandating the purchase of 5,000 such vehicles. The Senate bill's timetable for the purchase of alternative-fueled vehicles is as follows:

Percent of New Vehicle Acquisitions to be Alternative Fueled

Year	Federal Fleet	State Fleets
1994	7,500 vehicles	0
1995	10,000 vehicles	10%
1996	25%	15%
1997	33%	25%
1998	50%	50%
1999	75%	75%
2000	90%	90%

Under the Clean Air Act, covered private sector fleets are required to allocate a percentage of their new-vehicle purchases to clean fuel vehicles — 30 percent of new-vehicle acquisitions for the 1998 model-year, 50 percent for the 1999 model-year, and 70 percent for the 2000 model-year. (These figures are for vehicles up to 8,500 lbs. GVW.)

There are several other key areas where the Senate Energy Bill differs from the Clean Air Act Amendments of 1990. First, the number of metropolitan areas falling under the jurisdiction of the NESA's alternative fuel requirements is 130 cities compared to the 21 non-attainment areas specified in the Clean Air Act. Second, reformulated gasoline is not considered to be an alternative fuel in the Senate bill, although it is considered as such in the Clean Air Act.

A similar energy bill, known as HR 776, is presently before the U.S. House of Representatives' Energy and Commerce Committee. The committee is expected to take action on the bill in April 1992.

COLORADO CONSIDERING STRONGER EMISSION STANDARD; VA SAYS NO

A task force appointed by the governor of Colorado has recommended that the state adopt more stringent vehicle emission standards than those required by the Clean Air Act Amendments of 1990. The task force recommended the creation of a Colorado Clean Vehicle Fleet Program which would accelerate the required acquisition of alternative-fueled vehicles to as early as 1994 instead of the federally-mandated 1998 start date. In addition, the proposed state program would not exempt fleet vehicles garaged at a personal residence from alternative-fuel requirements. As of press time, the state legislature has taken no action on the recommendations.

In other news, the Virginia state senate defeated a proposal to adopt California's emission standards for cars sold in the state, which was supported by Gov. Douglas Wilder. Elsewhere, the Maryland state senate is presently deliberating SB 132, which also seeks to adopt the California emission standards and which Maryland Gov. William Schaefer has endorsed. One requirement of the California emission standards is that at least two percent of an automaker's car and light-truck sales in that states be zero-emission (electric) vehicles in 1998.

McCULLAGH BUYS BALLAS LEASING FOR $23 MILLION

GE Capital Fleet Services announced on Feb. 21, 1992 that McCullagh Leasing, its regional fleet business headquartered in Detroit, MI, has completed the $23 million acquisition of the 2,300-vehicle lease portfolio of Ballas Leasing located in Toledo, OH. The office locations of Ballas will be merged into McCullagh's nationwide network of regional business centers.

FORD WINS GSA CONTRACT FOR 10,398 AIRBAG-EQUIPPED TEMPOS

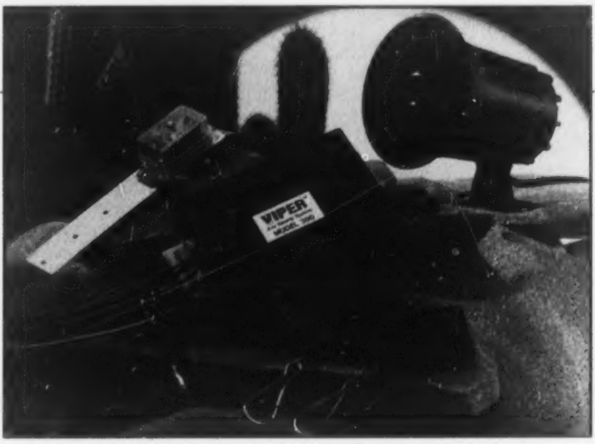
The General Services Administration of the U.S. government awarded Ford Motor Co. a contract to supply its fleet management centers nationwide with 10,398 Tempo GL four-door sedans equipped with driver-side airbags. The contract represents the largest GSA bid that Ford has won in the past 10 years. In addition to this GSA contract, Ford has also won orders for the government's Motor Pool Car and Truck Contracts, the U.S. Forest Service, and the U.S. military.

MANHEIM/GOLD BOOK INTRODUCE NEW PC-BASED ELECTRONIC PRICING DISK

The Gold Book, a used-car pricing book which is majority-owned by Manheim Auctions, introduced a new PC-based electronic pricing disk at the recent National Automobile Dealers Association annual convention. The introduction of this service marks the first time that an auction company has entered the electronic used-vehicle price reporting business. The monthly updated disk consists of a single database of used-car and truck sale prices as reported by Manheim's 47 auctions and can automatically calculate national and regional used-vehicle market values.

Truck and Van Security: Protecting Company Assets

In an average minute, three vehicles are stolen somewhere in the U.S. Many fleets are turning to security devices such as alarms and electronic vehicle-tracking devices to avoid becoming another crime statistic.



The Viper 300 security system from Directed Electronics uses radar to detect when people come too close to the vehicle it's protecting, and warns them off with a voice message.

Motor vehicle theft has increased 34 percent during the past five years, yet fewer than one out of five thefts result in a conviction. The unauthorized taking of property, otherwise known as larceny and theft, accounts for 55 percent of all non-violent crimes, and larceny and theft of the contents of a motor vehicle account for 22 percent of all crimes nationally. (See Chart 1.) Usually, we hear only about the increases in violent crime throughout the nation. Yet, for every violent crime committed against people, about *seven* non-violent crimes are committed against property. (See Chart 2.) Many of these non-violent crimes are committed against businesses and their property, including fleet vehicles. But what are fleets to do to protect themselves from becoming the latest statistic in a theft- and crime-ridden society?

Install Overnight Security Systems

Increasingly, fleets are taking more precautions to keep their parked vehicles safe overnight, which is the ideal time for theft to occur. Often, vehicles are kept behind locked doors and tall fences, illuminated by floodlights, surveilled by invisible infrared beams, patrolled by armed guards, and on occasion guarded by large unfriendly canines.

A typical security system utilized to guard a 100-foot by 100-foot area in Southern California will cost its user around $750, plus about a $30 monthly monitoring fee. If activated, these types of units typically incorporate an on-site siren alarm, a radio signal transmission to a monitoring center — coded for fire, medical emergency, or break-in — and a response by a patrol car with an armed security officer.

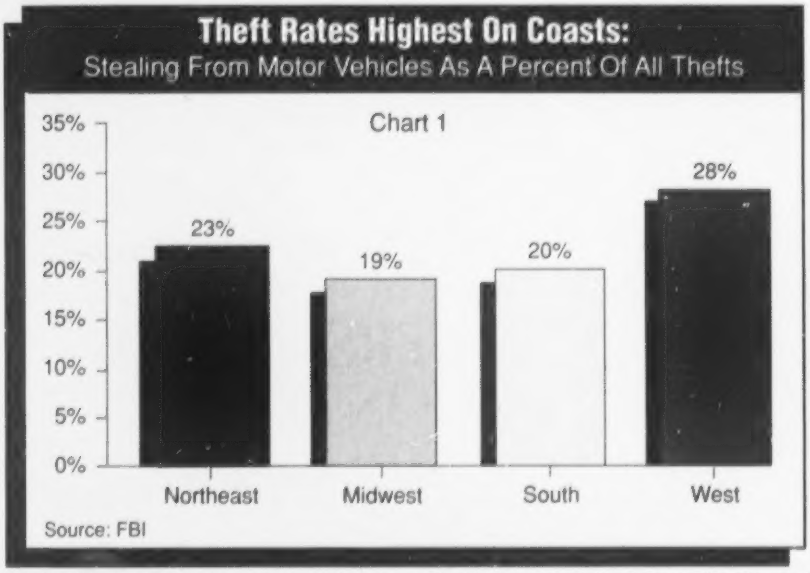
Safeguard Vehicles and Cargo on the Road

Fleets began taking protective measures to safeguard their vehicles and cargoes long ago. First came closed delivery vans to protect cargo from weather and theft. Open pickups were equipped with locking tool boxes and shell caps, and light-duty chassis-cabs appeared with specially-designed utility bodies for secure tool and parts storage. Today, increasing numbers of vans are being upfitted with shelving and cabinets for added security and productivity. Delivery vehicles can be equipped with under-floor safes, complete with window decals advising would-be troublemakers that the driver does not have a key.

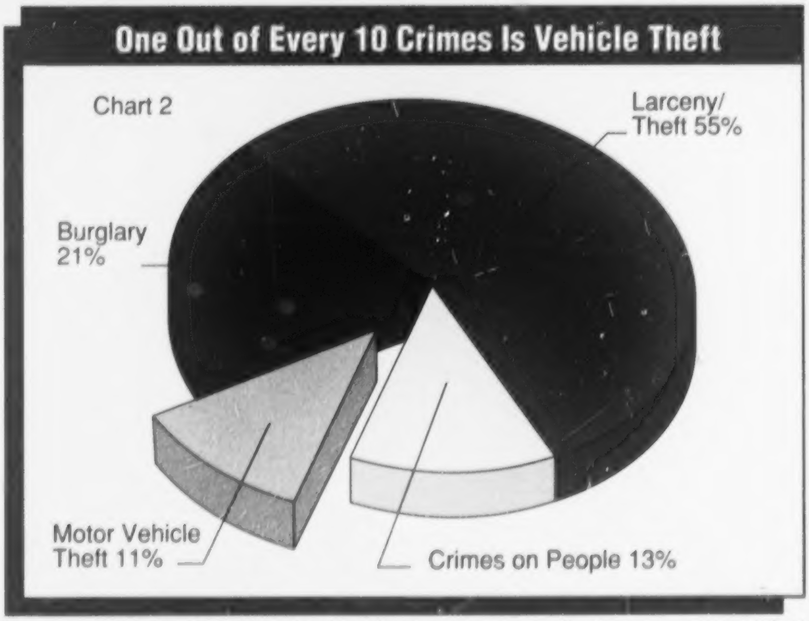
Use Technological Developments

The big change in recent years is the improvement in technology. Fleet vehicle drivers now stay in direct contact with dispatchers via base radios, telecommunications equipment, and cellular phones. No longer must drivers leave vehicles unattended to locate a pay telephone to check in — they can now call the office from the middle of a traffic jam.

Alarm systems, custom-tailored to the needs and desires of their users, cost roughly $300 to $700 per vehicle, installed. For this investment, the vehicle makes loud noises and flashes the lights to attract at-



Theft of the contents of a motor vehicle account for 22 percent of all crimes nationally, and the rates are highest on the East and West coasts.



For every violent crime committed against people, approximately seven non-violent crimes are committed against property, and account for 87 percent of total crimes.

tention if an intruder opens a door, pops the hood, breaks a window, or even gets too close. In addition, some systems disable the starter to further frustrate the thief. With these security systems, there's only a one-time installation charge, and power is generated from the vehicle battery. A good installation is difficult to detect, and the idea is for it to activate and draw attention before a thief can disconnect the alarm. Obviously, such devices are intended for urban use, where others may hear and see what is happening, and respond to the alarm.

Some of the alarm brands available to fleets are Alpine, Autopage, Avital, Clifford, Code Alarm, Directed Electronics, Excalibur, Maxiguard, and Vandal Alert. These, and others, typically are installed locally through a shop or by a mobile van that makes house calls at the time and place of the user's choice.

Subscribe to Electronic Tracking Systems

There are other related developments in electronics that aid in recovering a stolen vehicle. Systems such as Teletrac and the Mitsubishi Vehicle Locator, automatically send a radio signal if a vehicle is disturbed after the system is turned on. This signal is then received at a base location, the vehicle identified by code, and the authorities notified that the vehicle is being stolen and are given its approximate location. After that, the chase is on. Other units, such as LoJack, transmit a signal only after the vehicle is reported missing; the in-car transmitter signal is activated by LoJack personnel, then received by special tracking units installed in police patrol cars, which points the officer in the direction of the signal until visual contact is made.

Another interesting electronic security device is the Viper 300 made by Directed Electronics of Vista, CA. The Viper 300 uses a Doppler radar effect to detect the sudden appearances of a large mass, such as a person, in the vicinity of the vehicle being protected. If a person approaches too closely to the vehicle, the system can be programmed either to trigger an alarm or produce a loud voice message warning that the vehicle is protected by a security system.

Order Security Devices Through Upfitters

In addition to taking fleet vehicles to a local shop for alarm installation or having a vendor come onsite, fleet managers now have the opportunity of ordering alarm systems from their truck body and van upfitters, thus taking care of upfitting and security system installation in one fell swoop. Listed on the following page are some of the upfitters who can install security devices on your vehicles: →

Security System Vendors in the Truck Upfitting Industry

The Crown Division — Crown Division, of the Allen Group, in Wooster, OH, says approximately 10 percent of the 12,000 to 15,000 vans it upfits annually have alarm installations. The most popular alarms that Crown installs are Autopage, Code Alarm, and Maxiguard. Jeff Overmeyer, customer service manager, says the number of vehicles receiving security system installations is growing. One popular option is a remote device that can lock and unlock the vehicle's doors, as well as arm or disarm its security system, so that drivers don't have to fumble with keys. Crown specializes in vans, but is testing cargo security devices on station wagons. One example is a parts package for distributor installation, which consists of a floor-to-ceiling plastic-coated wire partition that folds behind the rear seat when the seat is upright. When the rear seat is folded down, the partition becomes a vertical barrier.

Circle 230 on Inquiry Card

Grumman Olson — Grumman Olson, in Sturgis, MI, installs alarms at customer request, but has been more active in devising non-electronic security devices. Examples include solid bulkheads for use where hazardous materials are carried, wire mesh screens to prevent access through skylights, rotary automotive-style locks for vehicle doors, non-entry left side panels, and using tempered glass all around (which is harder to break than regular glass), except for the windshield, which is laminated safety glass.

The company has found that some customers do not want doors that automatically lock when closed because driver productivity is reduced, and the driver often is not far from the vehicle in normal unloading situations. At the other extreme are some tool-truck customers, who specify elaborate security items, including concealed floor safes and premium locks, to protect valuable cargoes. Grumman Olson Vice President Ed MacKay, and Bill Strang, director fleet sales, say the company frequently drop-ships vans to Lynch Display, of Burlington, WI, for custom security installations before delivery.

Circle 231 on Inquiry Card

Reading Body Works — According to Lynn Gordon, vice president — marketing for Reading Body Works in Reading, PA, the company offers a Master Lock system that consists of a hardened steel rod that locks all bins simultaneously with a single padlock. Reading also sells to distributors, who frequently make arrangements for alarm systems specified by end users. Reading offers a large line of utility bodies for chassis mounting, pickup caps, and van shelving, and believes if you eliminate the ability to see what's in a vehicle, it helps reduce the temptation to break in.

Circle 232 on Inquiry Card

Union City Body Co. — Union City Body Co. in Union City, IN has found that alarm systems are popular with its tool truck customers, but the company hasn't been asked to install them at its facility, according to Lenny Wright, vice president and sales manager. Instead, customers are ordering more partitions, bins, and racks than ever before as theft-deterrent devices. Two years ago, to increase security on its truck bodies, Union City discontinued rear-door glass as a standard item. Rear-door glass is still available, however, if the customer desires. Some 80 percent of Union City's orders specify a sealed driver door in the interest of safety, security, and cost, and Kaison heavy-duty locks are used.

Circle 233 on Inquiry Card

Midway Truck and Coach — Frank Bauer, vice president of marketing/sales for Midway Truck and Coach in Elkhart, IN says Midway puts a variety of security devices on vans, minivans, and other vehicles in their shop. One method the company has used to ensure expert installation of security systems is to allow the local distributor of Code Alarm to run an installation van right into Midway's shop and perform the work on-site. Some 5,000 vehicles are upfitted annually at Midway, with five to 10 percent of those vehicles receiving security alarm systems.

Circle 234 on Inquiry Card

Masterack Division — Masterack Division of Leggett & Platt in Atlanta, GA installs security alarm systems at customer request, performing the work in-house at Atlanta, GA, in addition to Michigan and Ohio dropship points. The firm upfits some 7,000 vans and pickups annually with a variety of equipment, such as interior shelving, ladder racks, and utility toppers for fleets as well as for individual plumbing and electrical contractors in the Atlanta area.

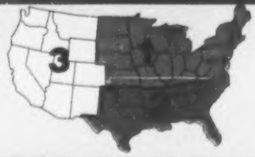
Circle 235 on Inquiry Card

Utilimaster Motor Corp. — Steve Campbell, director of sales for Utilimaster Motor Corp. in Wakarusa, IN reports a long history of providing non-electronic security-related installations on Utilimaster walk-in vans and the smaller Aeromate vans. The Bestlock system is often used, with single-key codes assigned to individual fleets. Keys are stamped "do not duplicate," a warning faithfully honored by locksmiths. Electronic security alarm systems are recent additions to their palette; these systems are installed on a case-by-case basis.

Circle 236 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending January 27,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



	AVERAGE AUCTION PRICE		
Model	**Zone 1**	**Zone 2**	**Zone 3**
89 BUICK SKYHAWK			
Coupe	5,325	5,380	5,252
Sedan	5,398	5,452	5,321
88 BUICK SKYHAWK			
Coupe	4,337	4,381	4,278
Sedan	4,400	4,444	4,338
90 BUICK SKYLARK			
Cust. Sedan	7,301	7,374	7,199
89 BUICK SKYLARK			
Cust. Sedan	6,197	6,259	6,110
90 BUICK CENTURY			
Cust. Sedan	7,894	7,973	7,783
89 BUICK CENTURY			
Cust Sedan	6,150	6,212	6,064
90 BUICK LESABRE			
Cust. Sedan	10,237	10,339	10,093
89 BUICK LESABRE			
Cust. Sedan	7,984	8,063	7,872
90 CADILLAC DEVILLE			
Coupe	16,585	16,751	16,353
Sedan	16,753	16,921	16,518
89 CADILLAC DEVILLE			
Coupe	13,595	13,732	13,405
Sedan	13,745	13,882	13,552
90 CADILLAC SEVILLE			
Sedan	17,058	17,228	16,818
89 CADILLAC SEVILLE			
Sedan	14,024	14,164	13,827
90 CHEVY BERETTA			
Coupe	7,334	7,407	7,231
89 CHEVY BERETTA			
Coupe	6,201	6,262	6,114
90 CHEVY CORSICA			
Hatchback 5 Dr.	7,026	7,093	6,928
89 CHEVY CORSICA			
Hatchback 4 Dr	5,803	5,861	5,721
90 CHEVY CAVALIER			
Sedan	5,837	5,895	5,755
89 CHEVY CAVALIER			
Sedan	4,795	4,844	4,729
89 CHEVY CELEBRITY			
Sedan	5,530	5,586	5,453
88 CHEVY CELEBRITY			
Sedan	4,423	4,467	4,360
90 CHEVY CAPRICE			
Sedan	7,989	8,069	7,877
89 CHEVY CAPRICE			
Sedan	6,213	6,275	6,125
90 CHRYSLER LEBARON			
Sedan	8,844	8,931	8,719
89 CHRYSLER LEBARON			
Highline Sedan	5,953	6,011	5,869
90 CHRYSLER NEW YORKER			
Salon Sedan	10,554	10,659	10,405
89 CHRYSLER NEW YORKER			
Sedan	8,967	9,056	8,842
89 CHRYSLER FIFTH AVENUE			
Sedan	9,054	9,146	8,928
88 CHRYSLER FIFTH AVENUE			
Sedan	7,031	7,101	6,932
89 DODGE ARIES AMERICA			
Sedan	4,399	4,442	4,335
88 DODGE ARIES AMERICA			
Sedan	3,455	3,489	3,406
90 DODGE SHADOW			
Liftbk 5 Dr	5,999	6,058	5,915
89 DODGE SHADOW			
Liftbk 5 Dr	4,969	5,019	4,898
90 DODGE DYNASTY			
Sedan	7,956	8,036	7,845
90 FORD ESCORT			
Htchbk 4 Dr LX	5,202	5,253	5,127
89 FORD ESCORT			
Htchbk 4 Dr LX	4,201	4,243	4,141
90 FORD MUSTANG			
LX-4 Coupe	6,865	6,933	6,769
90 FORD TEMPO			
GL Sedan 4 Dr	6,010	6,069	5,925
89 FORD TEMPO			
GL Sedan 4 Dr	4,871	4,922	4,803
90 FORD TAURUS			
GL Sedan 4 Dr	8,306	8,390	8,191
89 FORD TAURUS			
GL Sedan 4 Dr	6,463	6,529	6,373
90 FORD CROWN VICTORIA			
Sedan	9,917	10,016	9,778
89 FORD CROWN VICTORIA			
Sedan	8,176	8,258	8,062
90 THUNDERBIRD			
Coupe	8,986	9,077	8,860
89 THUNDERBIRD			
Coupe	7,598	7,673	7,492
90 LINCOLN			
Town Car Sedan	16,711	16,878	16,476
Mark VII LSC Coupe	15,851	16,008	15,628
Continental Sedan	15,450	15,605	15,235
89 LINCOLN			
Town Car Sedan	12,306	12,428	12,132
Mark VII LSC Coupe	13,196	13,328	13,012
Continental Sedan	13,096	13,227	12,911
90 MAZDA 626			
LX Sedan 4 Dr	9,468	9,562	9,391
90 MERCURY COUGAR			
LS Coupe	9,646	9,742	9,509
89 MERCURY COUGAR			
LS Coupe	8,211	8,293	8,094
90 MERCURY TOPAZ			
GS Sedan 4 Dr	6,155	6,217	6,069
89 MERCURY TOPAZ			
GS Sedan 4 Dr	5,004	5,053	4,933
90 MERCURY SABLE			
GS Sedan 4 Dr	8,413	8,497	8,295
89 MERCURY SABLE			
GS Sedan 4 Dr	6,513	6,578	6,422
90 MERCURY GRAND MARQUIS			
GS Sedan	10,359	10,462	10,212
89 MERCURY GRAND MARQUIS			
GS Sedan	8,699	8,785	8,577
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	5,934	5,993	5,886
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4,629	4,677	4,593
90 NISSAN MAXIMA			
SE Sedan	13,955	14,096	13,845
89 NISSAN MAXIMA			
SE Sedan	11,665	11,780	11,570
90 NISSAN SENTRA			
Sedan 2 Dr	5,092	5,142	5,051
89 NISSAN SENTRA			
Sedan 2 Dr	3,820	3,858	3,788
90 NISSAN STANZA			
XE Sedan 4 Dr	8,654	8,741	8,586
89 NISSAN STANZA			
Ntch 4 Dr	6,895	6,964	6,841
90 OLDS CIERA			
S Coupe	7,957	8,035	7,845
Sedan	8,039	8,119	7,927
89 OLDS CIERA			
Coupe	6,081	6,142	5,995
Sedan	6,150	6,212	6,064
90 OLDS CALAIS			
Sedan	6,489	6,555	6,398
89 OLDS CALAIS			
Sedan	5,652	5,708	5,573
90 OLDS CUTLASS SUPREME			
Coupe	8,813	8,901	8,690
89 OLDS CUTLASS SUPREME			
Coupe	7,147	7,219	7,048
90 OLDS 98 REGENCY			
Sedan	12,815	12,944	12,637
89 OLDS 98 REGENCY			
Sedan	9,900	9,997	9,760
89 PLYMOUTH RELIANT			
Sedan	4,376	4,420	4,315
88 PLYMOUTH RELIANT			
Sedan	3,455	3,489	3,406
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,982	6,042	5,898
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,969	5,019	4,898
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,603	4,648	4,537
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,614	3,649	3,562
90 ACCLAIM			
Sedan	6,709	6,776	6,614
90 PONTIAC SUNBIRD			
LE Sedan	6,219	6,282	6,133
SE Coupe	6,444	6,508	6,353
89 PONTIAC SUNBIRD			
LE Sedan	5,206	5,259	5,133
SE Coupe	5,346	5,400	5,272
90 PONTIAC 6000			
LE Sedan	7,807	7,885	7,698
89 PONTIAC 6000			
LE Sedan	5,808	5,866	5,726
90 PONTIAC GRAND AM			
LE Sedan	7,331	7,405	7,229
89 PONTIAC GRAND AM			
LE Sedan	6,129	6,190	6,043
90 PONTIAC BONNEVILLE			
LE Sedan	10,116	10,217	9,974
89 PONTIAC BONNEVILLE			
LE Sedan	7,826	7,906	7,717
90 PONTIAC GRAND PRIX			
Coupe	8,941	9,030	8,815
89 PONTIAC GRAND PRIX			
Coupe	7,197	7,269	7,096
90 SUBARU LEGACY			
Sedan 4 Dr	8,054	8,136	7,990
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,719	9,816	9,641
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	7,823	7,901	7,762
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7,149	7,219	7,089
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,043	6,102	5,994
90 TOYOTA CRESSIDA			
Lux Sedan	14,640	14,785	14,524
89 TOYOTA CRESSIDA			
Lux Sedan	12,214	12,337	12,117
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	7,840	7,917	7,777
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,332	6,395	6,282
90 VOLVO			
240 DL Sedan	11,724	11,840	11,630
89 VOLVO			
240 DL Sedan	9,912	10,012	9,833

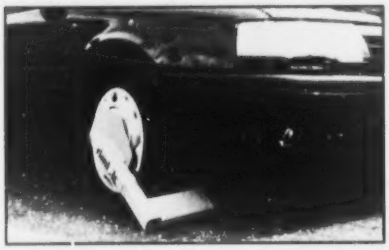
PRODUCTS/SERVICES

screen — no changes. The system is designed to have all the characteristics of a manual system. *Centrum Business Systems, Inc.*

Circle 223 on Inquiry Card

Wheel-Lock Security Device

The Rimlock is small and lightweight enough to be stored in a car trunk and can be fitted to a tire in less than 10 seconds. The Rimlock cannot be released by deflating the tire. The unit is manufactured from high-grade steel and has a corrosion-resistant enamel finish which is painted bright yellow to act as a theft deterrent. Rimlock is available in three sizes to accommodate passenger cars, light commercial vehicles, and trailers and campers. *Delta-lease Vehicle Management Ltd.*



Circle 224 on Inquiry Card

In-Vehicle Computer Workstation

The Computer Console Workstation from Pete's Lumber Manufacturing has the ability to stabilize a PC as well as conceal it for security with the flip of a lid. The organizer provides letter-size cabinetwork to file paperwork and/or catalogs, and provides a storage area for PC battery packs. *Pete's Lumber Mfg.*

Circle 225 on Inquiry Card

Commercial Remote Emergency Light

The MQ Series emergency light features a textured enamel-finished, 20-gauge steel cabinet for the system's 6-volt sealed lead calcium battery, an integrated solid-state system, and an automatic multi-rate charger.

MQ Series lights also have a Quik-Chek option that allows for remote control testing without the need of ladders or extension devices. A built-in time delay resets the unit to stand-by conditions. Improved brownout sensitivity, lock-out and low voltage battery cut-off are standard features. *Teledyne Big Beam.*

Circle 226 on Inquiry Card

CLASSIFIED

WANTED

U.S. Fleet Managers
Nationwide to sell us
late model cars, trucks,
vans and salvage.

Call
(407) 272-1300

AUTOMOTIVE FLEET CLASSIFIED

*For information, or
to place your
classified ad today,
call:
Vicki Momary*
(310) 376-8788

GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Juneau, AK	175.9	152.9
Anniston, AL	136.4	95.6
Tucson, AZ	124.9	93.2
Santa Barbara, CA	153.2	124.4
New Haven, CT	141.2	125.9
Washington, DC	155.6	114.6
Valdosta, GA	110.9	89.4
Kona, HI	177.2	168.9
South Bend, IN	122.2	92.7
Louisville, KY	132.6	92.6
Jackson, MI	153.0	91.9
St. Charles, MO	109.7	83.9
New Castle, PA	138.2	100.7
Waco, TX	136.5	97.4
Cheyenne, WY	106.4	88.6

The average U.S. full-serve gasoline price for the month of February was 130.6 cents per gallon.
The average U.S. self-serve gasoline price for the month of February was 106.0 cents per gallon.
Survey conducted during the first five working days of February 1992.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

TOP SECOND 100 FLEETS

C1575-2

a bobit publication

april 1992

*************** MIXED STATES
1901000641826 913CPSOC1 0C06
JEANNE LONG SRI ACQ EDITOR
CIS
4520 EAST-WEST HWY
SUITE 800
BETHESDA MD 20814

AF's NEW FLEET MANAGER STUDY

Identifying Job Problems & the Training to Solve Them

Cost-Effective Truck Remarketing

Who Were 1992's Volume Buyers?

Professional Fleet Manager Award Finalists

automotive
FLEET®

BOBIT PUBLISHING

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

April 1992
VOL. 31, NO. 6

Influencing the management of
5,072,000 cars and 2,209,000 light trucks
and vans in business, leasing, rental,
utility, government, police, and taxi fleets.

Features

27 SPECIAL REPORT: FUELS, FUELING, AND FUEL MANAGEMENT

28 State/Local Regs Complicate Alternative Fuel Strategies
Complying with federal legislation mandating clean-fueled vehicles may place fleets in non-conformance with tougher state and local regulations. Plus, the pros and cons of using certain alternative fuels.

32 Fueling Methods and Availability
If fleets are forced into using alternative fuels, on-site storage may be necessary. Many fleets, however, want to abandon storing their own fuel.

36 Adapting Fuel Management Systems to Alternative Fuels
In light of federal alternative-fuel legislation, existing fuel management systems will have to be reconfigured to monitor and control these fuels.

44 Debunking 10 Motor Oil Myths
Contrary to popular opinion, all motor oils are not created equal. There are other motor oil myths fleet managers should know about as well.

54 Fuel Management Resource Guide
A list of organizations and companies that can answer questions and provide resources for your fuel and oil management needs.

56 Fleet Managers ID Job Problems & Training Needed to Solve Them
An Automotive Fleet *survey sought insight into the problems facing fleet managers — and the answers may surprise you.*

64 Safety Features Are a Top Priority in '92 Ordering
The fleet managers who made some of the larger orders for 1992-model year vehicles reveal what they ordered and why.

72 Employees Are Your Best Used-Vehicle Market
Although selling used fleet vehicles to employees is more casual than remarketing to professional buyers, it's still a business transaction.

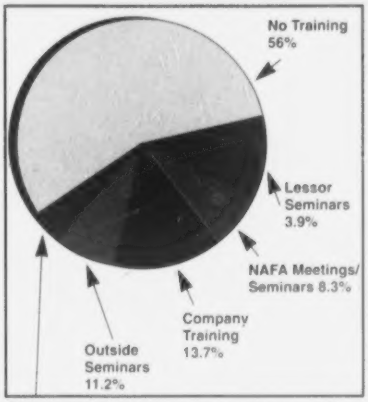
77 City of St. Louis Switches to Ethanol-Blended Fuel
The City of St. Louis is converting its fleet to run on a 10-percent ethanol/90-percent gasoline blend.

82 Is a Global Economy Spawning Global Fleet Management?
A growing number of U.S fleet managers are finding themselves in charge of the vehicles used by their companies' overseas subsidiaries.

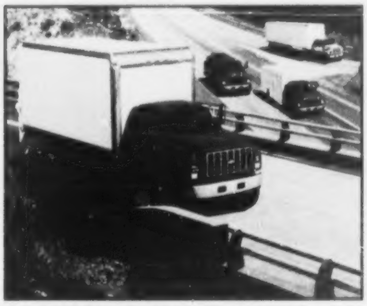
90 Three Finalists Vie For Fleet Manager Award
Three fleet managers emerge from the semi-finalist voting for the Professional Fleet Manager of the Year Award — find out who they are.

96 Taurus Most Popular Fleet Vehicle for 1991-Model Year
The top 10 most popular vehicles in terms of fleet registrations for the 1991-model year. Also, what's in store for the top 10 in the 1993-model year.

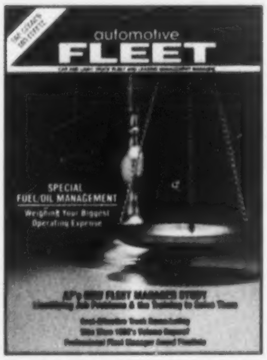
Table of Contents continued on page 4



Page 56 *— Find out what problems fleet managers will be encountering in the next three years and the training they need to overcome these management challenges.*



Page 144 *— Remarking light- and medium-duty trucks can add to a fleet's overall value — as long as you don't hang onto them too long before selling.*



On the Cover *— Weighing your options in light of clean-fuel mandates can be confusing. For more information, see our Special Report beginning on page 27.*

102 **Operating Costs Rise 3.16%, Standing Expenses Up 5%**
Despite a 17-percent increase in maintenance costs, overall operating costs for fleet cars rose only 3.16 percent in 1991.

104 **GE Capital Signs Letter of Intent to Purchase Europe's Avis Lease**
A two-year search for the right European acquisition comes to an end with the pending purchase of Avis Lease by GE Capital Fleet Services.

108 **Dealer Protection Program Safeguards Auction Users**
A new program from Anglo American Auto Auctions uses a national database of title information to protect customers from odometer tampering, salvage fraud, bad checks, and bad titles.

110 **Ford's Fleet Service Program Continues to Set Sales Records**
Ford is setting new records in '92, both in the number of fleets enrolled in its Fleet Service Program and in parts and service sales to fleets.

115 **The 1992 Top Second 100**
A fleet-by-fleet listing of the 101st through 200th largest fleet operations in the country.

118 **Total Vehicle Count in Top Second 100 Declines**
Of the fleets registering a change in size from the past year, 16 fleets increased their vehicle count, but 28 fleets declined in size.

131 **Extending Replacement Periods: Worth a Second Look?**
Some say cycling periods should be based on cost alone, while others say corporate image is a factor. If you do decide to extend cycling periods, there are some things you should know to keep it economical.

136 **Electronic Tracking Improves Fleet Routing and Productivity**
Scheduling and routing fleet vehicles can be streamlined by technological breakthroughs that enable a fleet to pinpoint the location of its vehicles on an electronic map.

Truck/Van Section

140 **Truck Fleet Management for a Global Fleet**
Coulter Corp. in Hialeah, FL operates trucks in 25 countries, and its worldwide manager of transportation services offers insight into how it's done.

144 **Remarketing Your Truck Portfolio Assets**
Managing a truck fleet means managing a portfolio of assets. Preplanning the replacement of those assets can mean the difference between adding to or decreasing the portfolio's value.

Departments

Letters 8
Industry News 10
Hotline 23
Truck/Van News 150
Personnel Personals 152
Leasing 154
Used-Car Prices 156
Products/Services 158
Classified 160
Gas/Diesel Prices 160
Ad Index/Calendar 161
Editorial 162

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription prices – United States: $35 per year; Canada $42 per year; Foreign $53 per year. Single copy price – $3. Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43302-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43302-1939. Bobit Publishing Company also publishes, *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.*

STAFF

Editor and Publisher
Edward J. Bobit
Associate Publisher
Charles M. Parker
Executive Editor
Mike Antich
Senior Editor
Tim Chauran
Associate Editor
Jon LeSage
Field Editors
Al Cavalli, Warren Feirer
Assistant Editor
Pamela A. Bobit
Database Administrator
Mary Murray
Truck Editorial Advisory Board
Andy Collins, Frank Fraser, Vic Miska
Production Director
Jo-Ann Noles
Production Manager
Jill McWilliams
Production Coordinator
Vicki Momary
Graphics Manager
Rochelle Crews
Art Director
Thomas J. Price
Graphic Artists
Derrick Beasley, Judy Kruk
Corporate Circulation Director
Chris Oldenbrook
Associate Fulfillment Director
Rosa Salomon
Reader Inquiry Manager
Joy Griffin

District Advertising Managers

Midwest/Eastern
Jim Banas
8410 West Bryn Mawr Ave., # 400
Chicago, IL 60631
(312) 380-1286 FAX: (312) 380-1284

Western
Pamela Reitmeier
2512 Artesia Boulevard
Redondo Beach, CA 90278
(310) 376-8788 FAX: (310) 376-9043

Great Lakes
Robert J. Brown, Associate Publisher
22627 Lakecrest
St. Clair Shores, MI 48081
(313) 771-0071 FAX: (313) 771-0072

Chairman & Chief Executive Officer
Edward J. Bobit

President
Ty F. Bobit

Business and Editorial Office
Bobit Publishing Co.
2512 Artesia Boulevard
Redondo Beach, CA 90278
(310) 376-8788
Telex: 662272 SOS AMRICA
FAX: (310) 376-9043

Dodge Electric Vehicle Concept Unveiled

The Dodge EPIC (Electric Power Inter-urban Commuter) concept minivan begins the thesis for the future design of Chrysler minivans. Its emission-free electric motor represents Chrysler's current state of development for electric-powered vehicles. Chrysler's TEVan program is investigating the feasibility for future electric-powered vehicles.

study of national associations by the American Society of Association Executives reported that 75 percent of all associations anticipated either no growth or a decline in membership for 1991.

NAFA Helps Stall Govt. Member Restrictions

A U.S. Government plan to restrict government employee participation in not-for-profit associations has been stalled. Stephen Potts, director of the Office of Government Ethics (OGE), has advised the National Association of Fleet Administrators (NAFA) that the section covering the possible limitation of NAFA involvement by members who are also employed by the government has been eliminated from final ethics regulations. In his letter to NAFA, Potts said that each agency would have the authority to grant excused absence for whatever purpose he or she deems appropriate. NAFA had submitted a letter to the OGE on behalf of members who are employed by federal agencies.

SAFETY UPDATE

Larger Cars Are Safer Cars

Larger cars are the winner in the debate over occupant safety, according to a study published by the Insurance Institute for Highway Safety. The report shows that people in small cars are four times more likely to die in an accident than the occupants of a larger vehicle.

According to the report, size alone is not the only factor in vehicle safety. To further improve safety, the

10 20

How do you know you are receiving quality Vehicle Inspection Services for your money?

Quality doesn't cost — it pays!

Crawford & Company, by delivering top-quality Vehicle Inspection Services, called "Getting a Crawford," has become the industry standard. Here's how you can spot quality services at a competitive price — nationwide.

Does your provider deliver superior service? Are you contacted within 24 hours and the inspection completed within 5 business days? Less travel means lower cost. Do they have many locations? Are drive-in *and* field inspections available? Do they have a wide variety and flexibility of services? You should be paying only for the services you use.

Does your provider have written service standards? Do they have a *supervised* quality control program? Are copies of service standards and review procedures available? A company representative should be happy to assist you.

Does your provider want long-term business? Appraisers should go out of their way to meet your needs. Do they? Are they trained, experienced, and bonded employees or simply contractors? Are certified specialists employed? Are FAX capabilities, toll-free customer service, and a 24-hour hotline available?

Crawford proudly answers **"Yes"** to these questions. We provide quality Condition Inspections — auto, light truck, and heavy equipment, Protective Coating Inspections — rustproofing, paint sealant, and fabric coating — and Mechanical Warranty Inspections. Ask your peers about "Getting a Crawford." Or call/write Greg Janik, Assistant Vice President, Vehicle Inspection Services, Crawford & Company, P.O. Box 5047, Atlanta, Georgia 30302, **(800) 241-2541**.

Crawford
CRAWFORD & COMPANY
CLAIMS SERVICES

Send me information on how to "Get a Crawford" and see why Quality Doesn't Cost — It Pays!

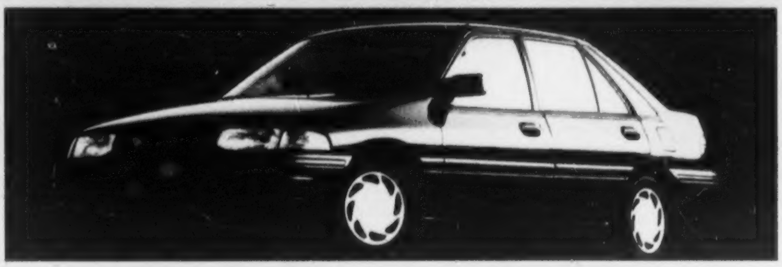
☐ Vehicle Services Brochure ☐ Vehicle Service Standards

Name ______________________
Company ______________________
Address ______________________
____
Phone (______) ______________________

Mail to: Greg Janik, Assistant Vice President, Vehicle Inspection Services, Crawford & Company, P.O. Box 5047, Atlanta, Georgia 30302
AFM

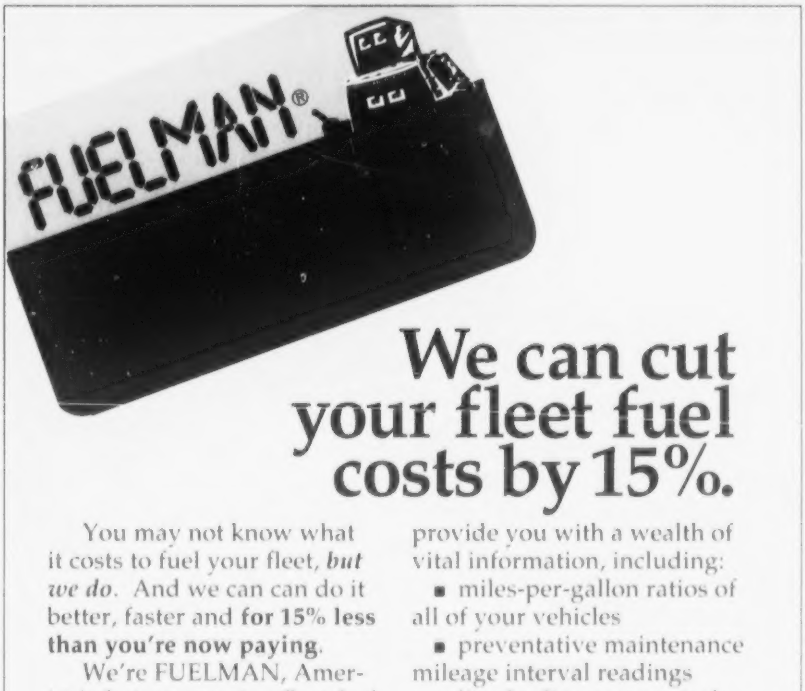
50 100

Circle 107 on Inquiry Card



Ford Introduces Early 1993-Model Escort

The 1993-model year Ford Escort will have new exterior and interior appointments, including color-keyed bumpers and body-side moldings, a new grille, and new tail lamps and wheelcovers. The 1993-model year Escorts will be available in mid-May 1992.



FUELMAN®

We can cut your fleet fuel costs by 15%.

You may not know what it costs to fuel your fleet, *but we do*. And we can can do it better, faster and **for 15% less than you're now paying**.

We're FUELMAN, America's fastest-growing fleet fuel management company. We can help make **your** company more profitable, more versatile and more efficient...just as we already are doing for well over 5,000 customers.

Not only can we give you 'round-the-clock fueling and service, we also can give you weekly computerized fuel management reports that'll provide you with a wealth of vital information, including:

- miles-per-gallon ratios of all of your vehicles
- preventative maintenance mileage interval readings
- line-by-line cost control and accountability of fuel and TBA item expenses

Call FUELMAN today for full details. We're ready to go to work for you now... with an off-site or on-site program designed for your fleet's exclusive needs.

1-800-877-9019
Ask for our National Accounts Coordinator

FUELMAN
3101 7th Street ◆ Metairie, LA 70002

Circle 108 on Inquiry Card

institute recommends that all cars be equipped with anti-lock brakes, air-bags, seat belts with adjustors for proper fit, and properly designed head restraints.

Vehicle Death Rates by Vehicle Size

Wheelbase (inches)	Occupant Death Rate per 10,000 Registrations
under 95	2.9
95 to 99	2.1
100 to 104	2.1
105 to 109	1.4
110 to 114	1.1
over 114	.07

Insurance Industry Studies Show Airbags Work

Airbags in vehicles save lives, decrease the severity of injuries, and reduce the number of hospitalizations due to frontal crashes, according to two new studies from the insurance industry that quantify the effectiveness of these safety devices.

The first study, done by the Insurance Institute for Highway Safety (IIHS) shows that airbags reduced fatalities in frontal crashes by 28 percent. The second study, completed by the Highway Loss Data Institute (HLDI), found that airbags decreased moderate to severe injuries by 25 to 29 percent, and reduced hospitalization rates by 24 percent.

The IIHS analysis of data from the fatal accident reporting system for the years 1985-91 determined that airbags produced an overall de-

FLEET OPERATIONS

PRESENTS THE

automotive FLEET®

PROFILE & REFERENCE CHART OF COMMERCIAL FLEETS

THE FLEET MANAGER

8,100 FLEETS/FLEET MANAGERS

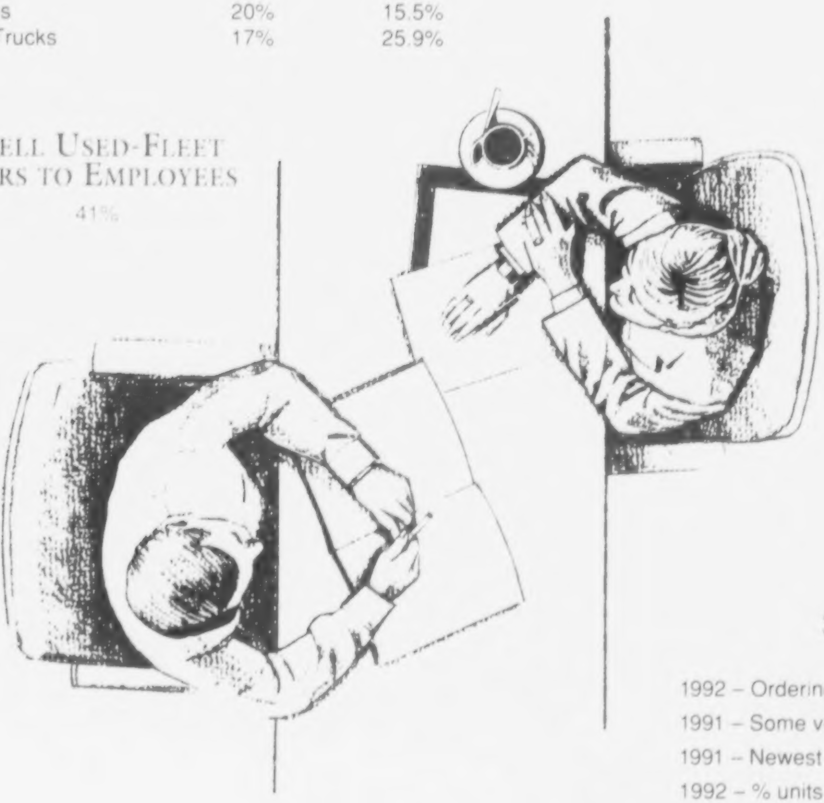
	Operations	Buy New/Yr.
Cars	2,910,000	900,000
Lt./Med. Trucks & Vans	1,220,000	550,000

Leased/Managed	86%
Owned	14%

	'90 Buying	'92 Buying
Cars	63%	58.6%
Vans	20%	15.5%
Lt. Trucks	17%	25.9%

SELL USED-FLEET CARS TO EMPLOYEES

41%



ACCIDENTS

Total reportable accidents	19,110
Total preventable accidents	9,261
Total non-preventable accidents	9,849
Total accident ratio/million miles	9.39
Total preventable accident ratio/million miles	4.55
Total non-preventable accident ratio/million miles	4.84
Personal injuries	1,679
Fatalities	26
Vehicle damage per reportable accident	$1,607

FLEET MANAGEMENT TIME ALLOCATION

By Time Devoted:	By Annual Company Fleet Budget Range			
	$200,000 or Less	**$200,001-$500,000**	**$500,000-$2,000,000**	**$2,000,001 or More**
Full Time	4%	14%	32%	68%
Part Time	61%	79%	66%	29%
None	35%	7%	2%	3%

DEMOGRAPHICS

Male	74.8%
Female	25.2%
Age	43.8 yrs.
In position	5.3 yrs.

AVERAGE SALARY

$42,520

MEDIAN SALARY

$37,919

SAFETY & POLICY

1992 – Ordering only cars with air bags	29%
1991 – Some vehicles equipped with air bags	53%
1991 – Newest vehicles equipped with air bags	22%
1992 – % units ordered with anti-lock brakes	20%
Written safety polices:	45%
Mandatory seat-belt-use policy:	66%
Defensive-driving program:	35%
Periodic in-house safe-driving meetings:	42%
Accident review boards:	26%
Safe-driver incentive programs:	15%
Check of employee's driving records prior to employment:	58%
Periodic check of driving records after employment:	58%

Note: Automotive Fleet's Research Dept. is solely responsible for assembling data 2/2/92

THE VEHICLE PURCHASE CONSIDERATIONS

The professional fleet manager considers **all** the major purchase elements to arrive at the most cost-effective and functional total fleet.

MAZDA suggests the consideration of the following key criteria in making your purchase / lease / selector decision:

- FUNCTIONAL REQUIREMENTS
  appropriate size and equipment level
- ACQUISITION COST
  competitive price including incentives
- WARRANTY
  full coverage (not limited or drivetrain only)
- OPERATING COST
  fuel, oil, maintenance, tires, insurance, etc.
- RESALE VALUE
  depreciation
- SAFETY
  air bag, anti-lock brakes and related options
- DRIVER COMFORT / SATISFACTION
  driveability, image, morale and desire

For fleet selection, ordering and delivery information just call:

MAZDA **Fleet Operations**
714 / 727-6339

The Drivers

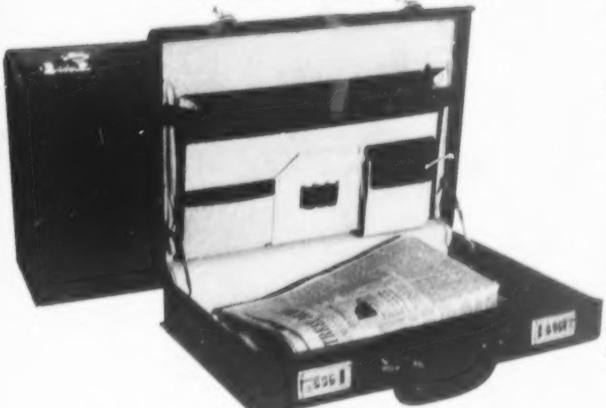
Demographics

Sex:

Male	91%
Female	9%

Age:

25-34	25%
35-54	61%
55 and over	14%



Gasoline Usually Purchased

Company	
Shell	13.6%
Amoco	12.5%
Texaco	11.9%
Mobil	10.8%
Exxon	9.6%
Chevron	6.3%
British Petroleum (BP)	5.0%
Phillips 66	3.9%
Sunco	3.9%
Unocal	3.1%

Replacement Oil Purchased

Brand Name	
Quaker State	24.9%
Pennzoil	22.0%
Valvoline	9.4%
Castrol	8.1%
Mobil	5.5%
Havoline	4.8%
Shell	4.2%
Texaco	3.9%
Amoco	2.3%

Tire Brand Preferred

Brand Name	
Goodyear	47.0%
Michelin	19.7%
Firestone	14.0%
Goodrich	4.4%
Bridgestone	3.0%
Uniroyal	2.9%
General	1.4%

Income

Driver Only	
$25K – $35K	26%
$36K – $50K	38%
$51K – $75K	26%
Over $75K	10%

Combined (Family)	
$50K – $75K	64%
$76K – $100K	24%
Over $100K	12%

Major Credit Cards Carried

Credit Card	Company	Self
American Express	53%	40%
AT&T Universal	74%	11%
MasterCard	96%	2%
Diners Club	41%	46%
Discover	93%	1%
VISA	95%	2%

Air-Flights Per Year

No. Flights	Respondents	%
1-5	1273	62.8
6-10	363	17.9
Over 10	391	19.3

Car Rentals – Days Per Year

No. Days	Respondents	%
1-10	1442	74.8
11-25	295	15.3
Over 25	191	9.9

Hotel/Motel – Nights Per Year

No. Nights	Respondents	%
1-10	753	36.1
11-25	603	28.9
Over 25	729	35.0

Optional Equipt. Drivers Would Like

(If paid for by Company)

Air Bag	71%
Anti-Lock Braking System	77%
Anti-Theft Systems	79%
Speed Sensitive Steering	86%
Vehicle Maintenance Monitor	90%
Traction Navigation Systems	87%
Cellular Phone	73%
Fax	84%

Added Options – Ordered/Purchased

***Includes after market products and driver paid-for options.**

AM/FM Radio	9.8%
Cassette/Tape Deck	9.8%
Cellular Telephones	9.8%
Radar Detector	7.7%
Power Windows	7.3%
C/D	6.1%
Power Door Locks	5.5%
CB	4.8%
Cruise Control	4.3%
Power Seats	3.6%
Tinted Windows	2.4%
Alarm Systems	1.8%

Fleet Managers ID Job Problems & Training Needed to Solve Them

Surveyed managers identify containment of fleet operations expense as their Number One challenge in the next three years. Not surprisingly, the need for further training in financial analysis is a top priority.

What do fleet managers see as the biggest management challenges facing them in the next three years? And, just as importantly, what training do they need to successfully overcome these challenges?

To determine the answers to these and several other questions, *Automotive Fleet* recently conduct-

Chart 1
What specific training have you received in the past year to strengthen your fleet management abilities?

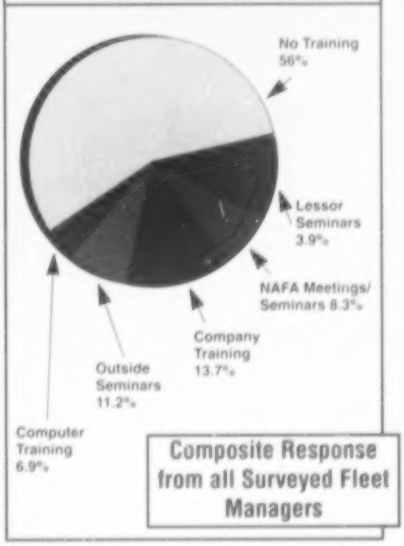
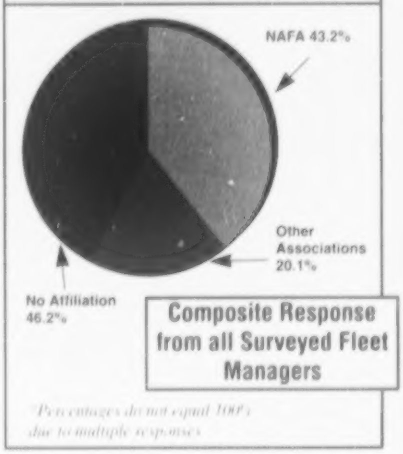
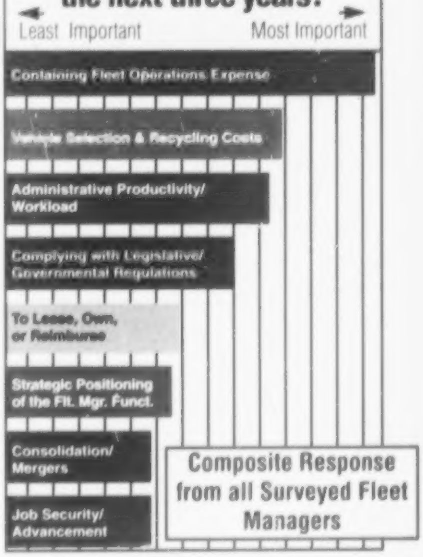


Chart 2
To which fleet association(s) do you belong?*



*Percentages do not equal 100% due to multiple responses

Chart 3
What are your major fleet management challenges in the next three years?



Source for all charts: Automotive Fleet Research Department

Chart 4
What kind of management training do you need to help you better manage your "fleet management challenges"?

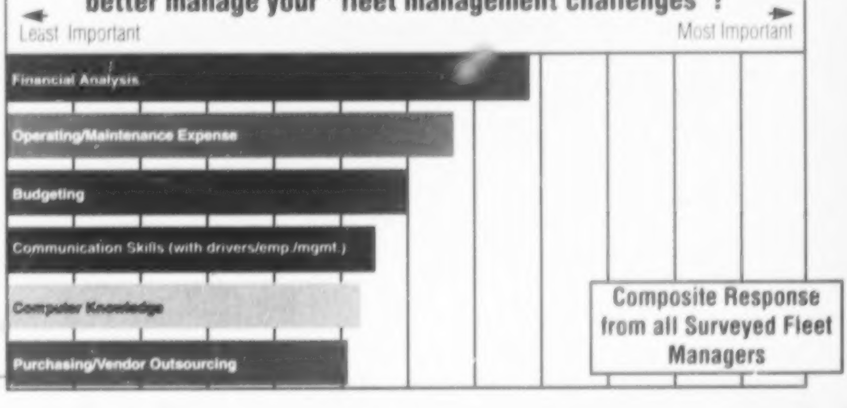
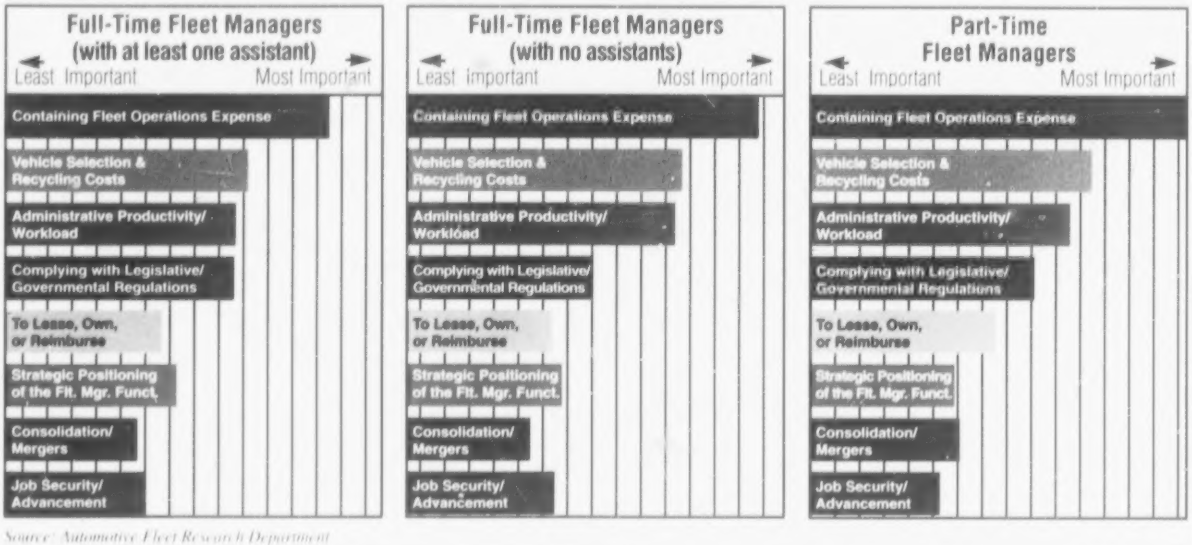


Chart 5
What are your major fleet management challenges in the next three years?



Source: Automotive Fleet Research Department

ed a survey of fleet managers, of which 135 responded.

The response was almost unanimous. The Number One challenge facing fleet management in the next three years is the containment of fleet operations expense. (See Charts 3 and 5.)

However, fleet managers apparently do not see themselves well equipped to address this challenge, since the top answer for the type of training they require is financial analysis. (See Charts 4 and 7.)

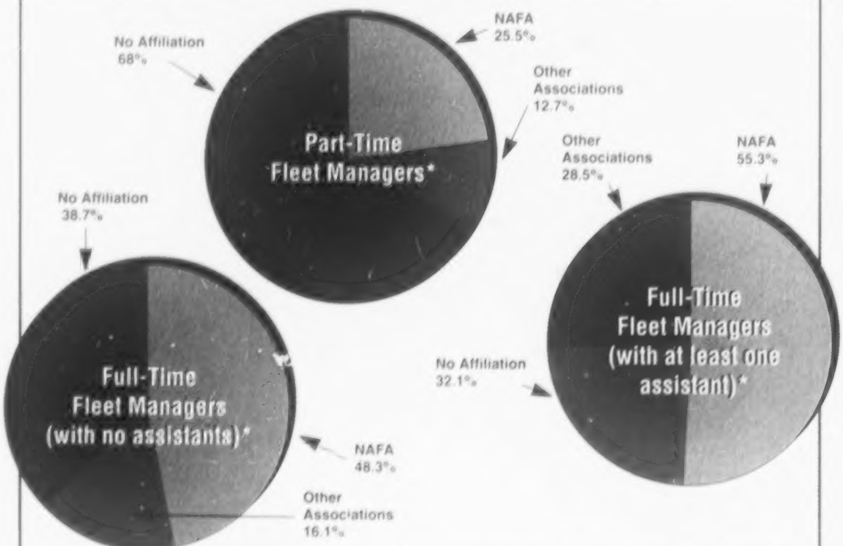
In order to make the survey job-specific, responses from the surveyed fleet managers were divided into three groups: full-time fleet managers with a staff, full-time fleet managers without a staff, and part-time fleet managers.

What stood out in this recent *Automotive Fleet* survey was the uniformity in response when fleet managers identified their key job challenges and the training needed to overcome them.

The top four challenges cited and their ranking in importance were identical, on average, for all surveyed fleet managers regardless of whether they work with or without a staff or handle the fleet function on a part-time basis. These challenges are, in order of importance: containing fleet operations expense, vehicle selection and recycling costs, administrative productivity/workload, and complying with legislative/governmental regulations.

Training support from employers to address these challenges appears to be lukewarm, with 56 percent of all respondents reporting no supplemental fleet-related train-

Chart 6
To what fleet association(s) do you belong?*

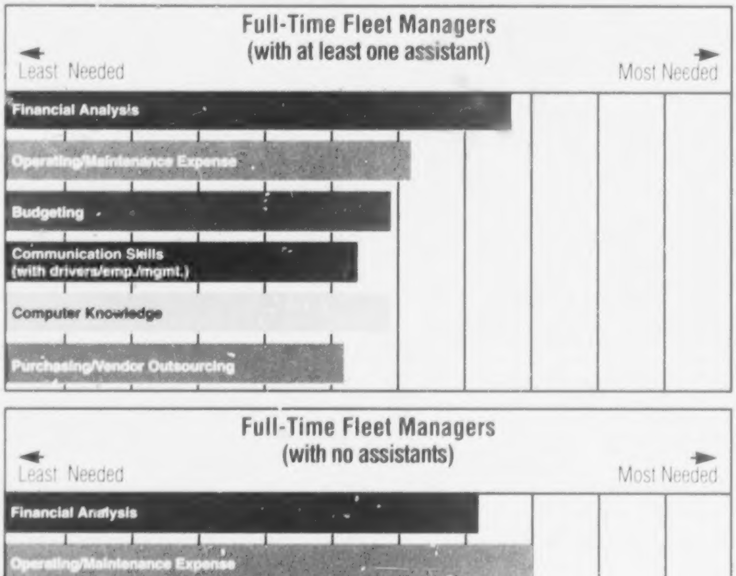


*Percentages do not equal 100% due to multiple responses

Source: Automotive Fleet Research Department ing in the past year. Among part-time fleet managers, training support is even more abysmal with over 76 percent reporting no supplemental training in the past year. (See Charts 1 and 8.)

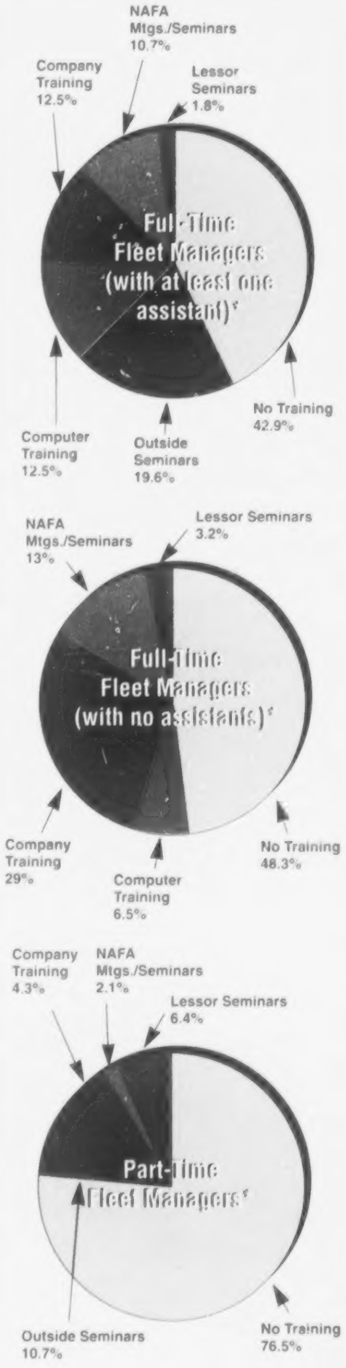
Another survey highlight revealed that more than 46 percent of the responding fleet managers did not belong to a fleet association. (See Charts 2 and 6.) Among the frequent reasons cited were: limited time, an inability to justify membership cost to management, and, surprisingly, unawareness that fleet associations exist. AF

Chart 7
What kind of management training do you need to help you better manage your "fleet management challenges"?



Source: Automotive Fleet Research Department

Chart 8
What specific training have you received in the past year to strengthen your fleet management abilities?



Source for all charts: Automotive Fleet Research Department

Operating Costs Up 3.16 %; Standing Expenses Rise 5 %

Overall operating costs for fleet cars rose on average 3.16 percent in 1991, according to operating cost data compiled by PHH FleetAmerica. This was despite a 17 percent increase in maintenance costs.

Despite a serious national economic recession, overall operating costs for fleet cars increased only 3.16 percent in 1991. Operating expenses consist of the cost of gasoline, oil, tires, and maintenance necessary to operate a fleet car. Although overall operating expenses were up 3.16 percent, maintenance costs increased by approximately 17 percent, according to data compiled by PHH FleetAmerica, a fleet lease and management company headquartered in Hunt Valley, MD. Extended car life contributed to this increase in maintenance costs during 1991. The key reason average operating costs did not increase significantly despite the increase in maintenance expenses was because of a decrease in fuel costs in the wake of the Persian Gulf war.

The price of fuel decreased approximately 1.5 percent during the year, which had a significant effect on stabilizing fleet operating expenses, because fuel expenses account for 68 percent of all operating costs.

Although operating expenses increased at a slightly greater rate than inflation in 1991, standing expenses grew much quicker. Standing expenses increased by five percent, while incidental expenses increased three percent. Standing expenses include such fixed costs as depreciation and insurance. Examples of incidental expenses are parking fees, washing, tolls, and car storage. Standing and incidental expenses are traditionally measured in a dollar cost per car, per month.

1991 Fleet Car Operation Costs by Region

1 New England 2 MidEast 3 Great Lakes 4 Southeast 5 Plains 6 Southwest 7 Rocky Mountains 8 Far West

1=NewEngland
7=Rocky Mountains
8=Far West
2=Mid East

The MidEast region of the U.S. had the highest operating and incidental expenses during 1991, but also had the lowest standing expenses in the country. Fleets in the MidEast region tend to hold on to vehicles longer than in other regions, minimizing the number of new-vehicle purchases, which lowers standing expenses.

REGIONAL CODE	OPERATING EXPENSES cents/mile	STANDING EXPENSES $ per month	INCIDENTAL EXPENSES $ per month
1	7.57	385.38	49.98
2	8.02	351.15	61.99
3	7.26	355.44	37.66
4	7.27	360.20	22.15
5	6.86	373.30	26.38
6	7.52	358.22	29.67
7	7.91	386.62	24.08
8	7.70	356.23	37.20
USA	**7.51**	**359.18**	**37.65**

Total Vehicle Count in Top Second 100 Declines

Of the fleets registering a change in size from last year, 16 fleets increased their vehicle count by a total of 2,640 units, but 28 fleets said they lost a total of 10,414 vehicles, resulting in a net loss of 7,774 vehicles.

Sixteen percent of the fleets appearing on the Second Top 100 indicated to *Automotive Fleet's* Research Department that they had increased their fleet size at an average of 165 vehicles, but it was not enough to offset the 28 percent of fleets indicating that they had decreased in vehicle size since last year's listing. The average loss per fleet reporting a size decrease was 371 units. Forty-six percent of the fleets appearing on the Second Top 100 listing did not register a change in their vehicle counts.

Among the reasons for the decreases in fleet size, given by fleet managers whose fleets registered decreases from last year's listing, were reorganization and consolidation of business units within certain companies; the selling off of subsidiary companies and their fleet vehicles; the reorganization of fleet departments, resulting in vehicle-user pools becoming responsible for the management of their vehicles; and reporting fleet sizes before replacement vehicles for out-of-service units had been received.

Automotive Fleet's Top Second 100 Numerical Cross-Reference

101	ALCO STANDARD CORPORATION
102	PONY EXPRESS COURIER CORP.
103	FLEMING COMPANIES, INC.
104	MILES, INC.
105	PHILIPS MED. SYS. NO. AMERICA
106	AMERICAN HOME PRODUCTS
107	JOHNSON & JOHNSON
108	SHERWIN-WILLIAMS CO.
109	CONTINENTAL INSURANCE
110	JR SIMPLOT CO.
111	OGDEN ALLIED SERVICE CORP.
112	SIMPLEX TIME RECORDER
113	AUTOMATIC DATA PROCESSING
114	TELEDYNE, INC.
115	ALLSTATE INSURANCE CO.
116	LIBERTY MUTUAL INSURANCE
117	SCHERING-PLOUGH
118	EATON CORPORATION
119	BRISTOL-MYERS SQUIBB COMPANY
120	MONTGOMERY WARD
121	USG CORP.
122	HALLMARK CARDS
123	ROCHE BIOMED LABS
124	W.R. GRACE & CO.
125	AMERICAN CYANAMID
126	SANDOZ PHARMACEUTICALS CO.
127	LORILLARD TOBACCO CO.
128	GAB BUSINESS SVC., INC.
129	S.C. JOHNSON & SON
130	AMERICAN BUILDING MAINTENANCE
131	BRIDGESTONE/FIRESTONE
132	ELECTRONIC DATA SYSTEMS
133	STROEHMANN BAKERIES
134	WICKS COMPANIES
135	USF&G INSURANCE
136	JAMES RIVER CORP.
137	PMI FOOD EQUIPMENT GROUP
138	LAND O'LAKES, INC.
139	CAMPBELL SALES CO.
140	SYNTEX LABORATORIES, INC.
141	GENERAL MILLS
142	WAUSAU INSURANCE COMPANY
143	AMERICAN GREETINGS
144	CNA INSURANCE
145	TEKTRONIX, INC.
146	BANK OF AMERICA
147	KEMPER NATIONAL INSURANCE
148	J.I. CASE CO.
149	NCR CORP.
150	AMTRAK
151	AMERICAN INT'L REALTY CORP.
152	LEGG'S PRODUCTS, INC.
153	MOORE BUSINESS FORMS
154	NALCO CHEMICAL CORP.
155	THE LOS ANGELES TIMES
156	TRW INFORMATION SYSTEMS
157	UNION OIL OF CALIFORNIA
158	PICKER INTERNATIONAL CO.
159	GENERAL FOODS USA
160	FIREMAN'S FUND INSURANCE
161	THE QUAKER OATS CO.
162	REVLON, INC.
163	APPLE COMPUTER, INC.
164	CONTROL DATA CORP.
165	FLOWERS INDUSTRIES
166	INTRACORP
167	WEYERHAEUSER CO.
168	ARKLA, INC.
169	AMERICAN FAMILY MUTUAL, INC.
170	RELIANCE ELECTRIC CO.
171	BELL & HOWELL
172	K-MART CORPORATION
173	FERRELLGAS
174	BORG-WARNER PROTECTIVE SERVICE
175	FMC CORP.
176	OHIO CASUALTY INSURANCE
177	OXY USA, INC.
178	ST. PAUL FIRE & MARINE INSURANCE
179	THE PILLSBURY CO.
180	BECKMAN INSTRUMENTS
181	THE DIAL CORPORATION
182	THOMAS J. LIPTON CO.
183	TEXACO TRADING & TRANSPORTATION
184	FIRST AMERICAN TITLE INSURANCE
185	PINKERTON SECURITY
186	DRESSER INDUSTRIES
187	FACTORY MUTUAL ENG.
188	AIR PRODUCTS & CHEMICALS, INC.
189	PERKIN ELMER
190	PETROLANE/SUBURBAN PROPANE
191	ALEXANDER & ALEXANDER
192	McCORMICK & COMPANY, INC.
193	TEXACO REFINING & MARKETING
194	WILTEL COMMUNICATIONS SYSTEM
195	PARKER-HANNIFIN CORP.
196	FINA OIL & CHEMICAL CO.
197	TRW/CSD
198	FLAGSHIP CLEANING
199	CLOROX
200	GENCORP/GENERAL TIRE

The 1992 Top Second 100

Commercial Fleets

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	# CARS	# TRUCKS & VANS	TOTAL
101	ALCO STANDARD CORPORATION Valley Forge, PA	Gail Sugita	—	Wheels	1,800	200	2,000
102	PONY EXPRESS COURIER CORP. Charlotte, NC	William Glasheen	—	Associates	80	1,896	1,976
103	FLEMING COMPANIES, INC. Oklahoma City, OK	Wayne Lankford	—	USFL	1,428	519	1,947
104	MILES, INC. Elkhart, IN	Stacey Kreider	—	GEC Fleet, Wheels	1,188	758	1,946
105	PHILIPS MED. SYS. NO. AMERICA Shelton, CT	Rose Ruchin	—	PHH	1,500	404	1,904
106	AMERICAN HOME PRODUCTS New York, NY	Elizabeth Witkowski	—	Wheels	1,800	100	1,900
107	JOHNSON & JOHNSON New Brunswick, NJ	Joyce Donini	—	PHH	1,700	200	1,900
108	SHERWIN-WILLIAMS CO. Cleveland, OH	David Hall	—	Wheels, McCullagh	900	1,000	1,900
109	CONTINENTAL INSURANCE Cranbury, NJ	Jean Marie Karst	—	PHH	1,873	20	1,893
110	JR SIMPLOT CO. Pocatello, ID	Terry McLaughlin	X	—	125	1,840	1,865
111	OGDEN ALLIED SERVICE CORP. New York, NY	Joe Smith	—	GEC Fleet	600	1,250	1,850
112	SIMPLEX TIME RECORDER Gardner, MA	Jerry Albertini	—	Wheels	1,115	710	1,825
113	AUTOMATIC DATA PROCESSING Roseland, NJ	Mike Sankowitch	—	GEC Fleet	1,550	250	1,800

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	# CARS	# TRUCKS & VANS	TOTAL
114	TELEDYNE, INC. Los Angeles, CA	Jim Stockwell	X	—	1,400	400	1,800
115	ALLSTATE INSURANCE CO. Northbrook, IL	Donald Gorr	X		1,671	108	1,779
116	LIBERTY MUTUAL INSURANCE Boston, MA	Barbara Feinberg	X	—	1,735	36	1,771
117	SCHERING-PLOUGH Kenilworth, NJ	Robert Keckeissen	—	PHH	1,700	67	1,767
118	EATON CORPORATION Cleveland, OH	Robert Wagner	—	GEC Fleet, BLC Corp.	540	1,220	1,760
119	BRISTOL-MYERS SQUIBB CO. Princeton, NJ	Jeff Zielinski	—	PHH	1,693	55	1,748
120	MONTGOMERY WARD Chicago, IL	Roseann Neveitt	—	GEC Fleet, PHH	160	1,540	1,700
121	USG CORP. Chicago, IL	Mary Sabathne	—	ARI, Donlen	1,000	700	1,700
122	HALLMARK CARDS Kansas City, MO	Debbie Mize	X	—	1,560	130	1,690
123	ROCHE BIOMED LABS Burlington, NC	Jane Crabbe	—	Wheels	1,593	96	1,689
124	W.R. GRACE & CO. New York, NY	J.W. Enterline	—	PHH, USFL	395	1,290	1,685
125	AMERICAN CYANAMID Wayne, NJ	Robert DeFeo	—	ARI, PHH, Wheels	1,600	75	1,675
126	SANDOZ PHARMACEUTICALS CO. East Hanover, NJ	Audrey Wilson	—	Wheels, Emkay	1,632	30	1,662
127	LORILLARD TOBACCO CO. New York, NY	Sal Giacchi	—	GEC Fleet, PHH	380	1,280	1,660
128	GAB BUSINESS SVC., INC. Parsippany, NJ	C.E. Eckman	—	PHH	1,648	8	1,656
129	S.C. JOHNSON & SON Racine, WI	Karen Fries	—	Wheels, Associates	600	1,017	1,617
130	AMERICAN BUILDING MAINTENANCE San Francisco, CA	Ellie Walsh	—	PHH	700	900	1,600

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	# CARS	# TRUCKS & VANS	TOTAL
131	BRIDGESTONE/FIRESTONE Nashville, TN	Bill Royster	X	—	600	1,000	1,600
132	ELECTRONIC DATA SYSTEMS Richardson, TX	Joe Williams	X	—	975	625	1,600
133	STROEHMANN BAKERIES Horsham, PA	Dale Stevens	—	PHH	0	1,600	1,600
134	WICKS COMPANIES Santa Monica, CA	Ron Amrhein	—	Associates	1,098	486	1,584
135	USF&G INSURANCE Baltimore, MD	James Myers	X	—	1,572	10	1,582
136	JAMES RIVER CORP. Richmond, VA	Rita Stokes	—	ARI, Associates	1,100	400	1,500
137	PMI FOOD EQUIPMENT GROUP Troy, MI	Mark Welty	—	Wheels	408	1,090	1,498
138	LAND O'LAKES, INC. Minneapolis, MN	Bruce Charon	—	Farmcredit, USFL	850	647	1,497
139	CAMPBELL SALES CO. Camden, NJ	Charles Schnerr	—	Wheels	1,400	95	1,495
140	SYNTEX LABORATORIES, INC. Palo Alto, CA	R.A. Schlossareck	—	ARI, Wheels	1,307	179	1,486
141	GENERAL MILLS Minneapolis, MN	Henry Paetzel	X	—	1,246	235	1,481
142	WAUSAU INSURANCE COMPANY Wausau, WI	Robert Rakow	X	GEC Fleet, USFL	1,445	15	1,460
143	AMERICAN GREETINGS Cleveland, OH	Gene Lusnek	—	PHH, LPI, GEC Fleet	1,400	50	1,450
144	CNA INSURANCE Chicago, IL	Michael Wagner	—	Wheels, GEC Fleet	1,431	12	1,443
145	TEKTRONIX, INC. Beaverton, OR	Johnnie Schmauder	X	—	800	600	1,400
146	BANK OF AMERICA Concord, CA	Tom Martin	X	—	848	531	1,379
147	KEMPER NATIONAL INSURANCE Long Grove, IL	Frank Pastorino	X	—	1,365	11	1,376

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	# CARS	# TRUCKS & VANS	TOTAL
148	J.I. CASE CO. Racine, WI	Bill McNellis	X	—	325	1,050	1,375
149	NCR CORP. Miamisburg, OH	Anne Mangen	—	GEC Fleet, Wheels	328	1,035	1,363
150	AMTRAK Bear Drive, PA	Ed Stuhl	X	—	100	1,257	1,357
151	AMERICAN INT'L REALTY CORP. New York, NY	Jeffrey Donaldson	X	—	1,321	6	1,327
152	LEGG'S PRODUCTS, INC. Winston-Salem, NC	Gary Mendelsohn	—	PHH	100	1,218	1,318
153	MOORE BUSINESS FORMS Lake Forest, IL	Chuck Blaise	—	ARI	1,300	0	1,300
154	NALCO CHEMICAL CORP. Naperville, IL	Yvonne Bonahoom	—	PHH	1,000	300	1,300
155	THE LOS ANGELES TIMES Los Angeles, CA	Cletus Page	X	—	650	650	1,300
156	TRW INFORMATION SYSTEMS Orange, CA	Janis Christensen	—	GEC Fleet, ARI	700	600	1,300
157	UNION OIL OF CALIFORNIA Los Angeles, CA	Karen Trace	X	—	1,300	0	1,300
158	PICKER INTERNATIONAL CO. Highland Heights, OH	Betty Strader	X	—	1,249	50	1,299
159	GENERAL FOODS USA White Plains, NY	Joy Bloech	X	PHH	1,200	75	1,275
160	FIREMAN'S FUND INSURANCE Novato, CA	Sylvia Jones	X	PHH	1,228	13	1,241
161	THE QUAKER OATS CO. Barrington, IL	Linda Tegtmeyer	—	Associates	1,170	50	1,220
162	REVLON, INC. Edison, NJ	Alan Binstein	—	GEC Fleet	1,200	11	1,211
163	APPLE COMPUTER, INC. Cupertino, CA	Lillian Ferrell	—	GEC Fleet, PHH	1,200	0	1,200
164	CONTROL DATA CORP. Minneapolis, MN	Kathleen Wester	—	McCullagh, GEC Fleet	300	900	1,200

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	# CARS	# TRUCKS & VANS	TOTAL
165	FLOWERS INDUSTRIES Thomasville, GA	Mark Worthey	X	—	0	1,200	1,200
166	INTRACORP Berwyn, PA	Pat Kays	—	PHH	1,200	0	1,200
167	WEYERHAEUSER CO. Tacoma, WA	Janie Ross	—	Nickerson	800	400	1,200
168	ARKLA, INC. Shreveport, LA	Joe Lyons	X	—	186	976	1,162
169	AMERICAN FAMILY MUTUAL, INC. Madison, WI	Gray Perett	—	—	1,101	50	1,151
170	RELIANCE ELECTRIC CO. Cleveland, OH	Phil Tedeschi	—	PHH, GEC Fleet	409	741	1,150
171	BELL & HOWELL Skokie, IL	Mike Winfield	—	Wheels, ARI	1,100	40	1,140
172	K-MART CORPORATION Troy, MI	Alice Schurrer	X	—	992	147	1,139
173	FERRELLGAS Liberty, MO	Jerry Schmitt	X	—	81	1,021	1,102
174	BORG-WARNER PROTECTIVE SERVICES Parsippany, NJ	Audrey Heun	—	—	0	1,100	1,100
175	FMC CORP. Chicago, IL	Lawrence Dakof	X	GEC Fleet	0	1,100	1,100
176	OHIO CASUALTY INSURANCE Hamilton, OH	G. Michael Ulreich	X	—	1,095	5	1,100
177	OXY USA, INC. Tulsa, OK	Bill Jeffers	—	Wheels	180	912	1,092
178	ST. PAUL FIRE & MARINE INSURANCE St. Paul, MN	Paul King	—	GEC Fleet, ARI	1,056	6	1,062
179	THE PILLSBURY CO. Minneapolis, MN	Jon Christensen	—	GEC Fleet	860	200	1,060
180	BECKMAN INSTRUMENTS Fullerton, CA	Patty Whitchurch	X	GEC Fleet	270	780	1,050
181	THE DIAL CORPORATION Phoenix, AZ	Pierce Walsh	—	USFL	0	1,005	1,005

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	# CARS	# TRUCKS & VANS	TOTAL
182	THOMAS J. LIPTON CO. Englewood, NJ	Bill Benzie	—	GEC Fleet	990	10	1,000
183	TEXACO TRADING & TRANSPORTATION Denver, CO	Donna Alinovich	—	PHH	0	975	975
184	FIRST AMERICAN TITLE INSURANCE Santa Ana, CA	John Buehler	—	PHH	952	0	952
185	PINKERTON SECURITY Van Nuys, CA	Andrew Eichner	—	USFL	640	310	950
186	DRESSER INDUSTRIES Dallas, TX	Dennis Duduick	—	NationsBanc	381	565	946
187	FACTORY MUTUAL ENG. Norwood, MA	Thomas Flahive	—	ARI, Wheels	875	6	881
188	AIR PRODUCTS & CHEMICALS, INC. Allentown, PA	Doug Buffington	—	GEC Fleet, Wheels	550	300	850
189	PERKIN ELMER Norwalk, CT	William Amundsen	—	GEC Fleet, PHH	775	75	850
190	PETROLANE/SUBURBAN PROPANE Whippany, NJ	Wally Euart	X	—	200	625	825
191	ALEXANDER & ALEXANDER Baltimore, MD	Mary McCarthy	X	PHH	800	0	800
192	McCORMICK & COMPANY, INC. Hunt Valley, MD	Beverly Boyd	X	McCullagh, PHH, ARI	725	25	750
193	TEXACO REFINING & MARKETING Bellaire, TX	Bernie Bryl	—	PHH, ATT, First Fleet, Chancellor	587	139	726
194	WILTEL COMMUNICATIONS SYSTEM Rolling Mead, IL	Bill Kintigh	X	—	0	708	708
195	PARKER-HANNIFIN CORP. Cleveland, OH	Bridget O'Neill	—	McCullagh-Lease Plan	600	100	700
196	FINA OIL & CHEMICAL CO. Dallas, TX	J.D. Bryan	—	—	227	451	678
197	TRW/CSD Fairfield, NJ	Carol Mitchell	—	USFL	216	435	651

'92 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	# CARS	# TRUCKS & VANS	TOTAL
198	FLAGSHIP CLEANING Malvern, PA	Harold Ulmer	X	ARI, Chrysler Finance, McCullagh	200	434	634
199	CLOROX Oakland, CA	Margaret Deubler	—	—	500	0	500
200	GENCORP/GENERAL TIRE Akron, OH	Bill Gardella	X	—	250	50	300

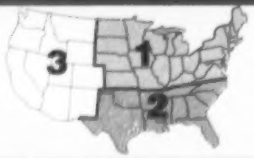
Automotive Fleet's Top 100 Alphabetical Cross Reference

AIR PRODUCTS & CHEMICALS, INC.	188
ALCO STANDARD CORPORATION	101
ALEXANDER & ALEXANDER	191
ALLSTATE INSURANCE CO.	115
AMERICAN BLDG. MAINTENANCE	130
AMERICAN CYANAMID	125
AMERICAN FAMILY MUTUAL, INC.	169
AMERICAN GREETINGS	143
AMERICAN HOME PRODUCTS	106
AMERICAN INT'L REALTY CORP.	151
AMTRAK	150
APPLE COMPUTER, INC.	163
ARKLA, INC.	168
AUTOMATIC DATA PROCESSING	113
BANK OF AMERICA	146
BECKMAN INSTRUMENTS	180
BELL & HOWELL	171
BORG-WARNER PROTECTIVE SERVICES	174
BRIDGESTONE/FIRESTONE	131
BRISTOL-MYERS SQUIBB CO.	119
CAMPBELL SALES CO.	139
CLOROX	199
CNA INSURANCE	144
CONTINENTAL INSURANCE	109
CONTROL DATA CORP.	164
DRESSER INDUSTRIES	186
EATON CORPORATION	118
ELECTRONIC DATA SYSTEMS	132
FACTORY MUTUAL ENG.	187
FERRELLGAS	173
FINA OIL & CHEMICAL CO.	196
FIREMAN'S FUND INSURANCE	160
FIRST AMERICAN TITLE INSURANCE	184
FLAGSHIP CLEANING	198
FLEMING COMPANIES, INC.	103
FLOWERS INDUSTRIES	165
FMC CORP.	175
GAB BUSINESS SVC., INC.	128
GENCORP/GENERAL TIRE	200
GENERAL FOODS USA	159
GENERAL MILLS	141
HALLMARK CARDS	122
INTRACORP	166
J.I. CASE CO.	148
JAMES RIVER CORP.	136
JOHNSON & JOHNSON	107
JR SIMPLOT CO.	110
K-MART CORPORATION	172
KEMPER NATIONAL INSURANCE	147
LAND O'LAKES, INC.	138
LEGG'S PRODUCTS, INC.	152
LIBERTY MUTUAL INSURANCE	116
LORILLARD TOBACCO CO.	127
McCORMICK & COMPANY, INC.	192
MILES, INC.	104
MONTGOMERY WARD	120
MOORE BUSINESS FORMS	153
NALCO CHEMICAL CORP.	154
NCR CORP.	149
OGDEN ALLIED SERVICE CORP.	111
OHIO CASUALTY INSURANCE	176
OXY USA, INC.	177
PARKER-HANNIFIN CORP.	195
PERKIN ELMER	189
PETROLANE/SUBURBAN PROPANE	190
PHILIPS MED. SYS. NO. AMERICA	105
PICKER INTERNATIONAL CO.	158
PINKERTON SECURITY & INVESTIGATIONS	185
PMI FOOD EQUIPMENT GROUP	137
PONY EXPRESS COURIER CORP.	102
RELIANCE ELECTRIC CO.	170
REVLON, INC.	162
ROCHE BIOMED LABS	123
S.C. JOHNSON & SON	129
SANDOZ PHARMACEUTICALS CO.	126
SCHERING-PLOUGH	117
SHERWIN-WILLIAMS CO.	108
SIMPLEX TIME RECORDER	112
ST. PAUL FIRE & MARINE INSURANCE	178
STROEHMANN BAKERIES	133
SYNTEX LABORATORIES, INC.	140
TEKTRONIX, INC.	145
TELEDYNE, INC.	114
TEXACO REFINING & MARKETING	193
TEXACO TRADING & TRANSPORTATION	183
THE DIAL CORPORATION	181
THE LOS ANGELES TIMES	155
THE PILLSBURY CO.	179
THE QUAKER OATS CO.	161
THOMAS J. LIPTON CO.	182
TRW INFORMATION SYSTEMS	156
TRW/CSD	197
UNION OIL OF CALIFORNIA	157
USF&G INSURANCE	135
USG CORP.	121
W.R. GRACE & CO.	124
WAUSAU INSURANCE COMPANY	142
WEYERHAEUSER CO.	167
WICKS COMPANIES	134
WILTEL COMMUNICATIONS SYSTEM	194

REPRINTS OF TOP 100: Reprints of this special 16-page section are available through AF's Reader Service Manager
2512 Artesia Blvd., Redondo Beach, CA 90278, or by phoning (310) 376-8788
1-9 Copies $3.00 per copy 10-100 Copies $1.50 per copy Over 100 $.75 copy
Note: The TOP 100 list is copyrighted and may not be reproduced.

USED-CAR PRICES

The following are average used-car prices for the period ending February 29,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report.*



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	4,852	4,901	4,786
Sedan	4,918	4,968	4,848
88 BUICK SKYHAWK			
Coupe	3,919	3,959	3,866
Sedan	3,977	4,016	3,920
91 BUICK SKYLARK			
Cust. Sedan	8,117	8,198	8,003
90 BUICK SKYLARK			
Cust. Sedan	6,598	6,665	6,506
91 BUICK CENTURY			
Cust. Sedan	9,644	9,742	9,510
90 BUICK CENTURY			
Cust Sedan	7,099	7,171	6,998
91 BUICK LESABRE			
Cust. Sedan	12,044	12,166	11,878
90 BUICK LESABRE			
Cust. Sedan	9,394	9,488	9,263
91 CADILLAC DEVILLE			
Coupe	18,392	18,576	18,136
Sedan	18,573	18,760	18,315
90 CADILLAC DEVILLE			
Coupe	15,377	15,531	15,162
Sedan	15,533	15,689	15,316
91 CADILLAC SEVILLE			
Sedan	18,522	18,707	18,264
90 CADILLAC SEVILLE			
Sedan	15,622	15,779	15,402
91 CHEVY BERETTA			
Coupe	8,007	8,088	7,898
90 CHEVY BERETTA			
Coupe	6,628	6,694	6,534
91 CHEVY CORSICA			
Hatchback 5 Dr	7,724	7,799	7,614
90 CHEVY CORSICA			
Hatchback 5 Dr	6,253	6,317	6,155
91 CHEVY CAVALIER			
Sedan	6,201	6,283	6,113
90 CHEVY CAVALIER			
Sedan	4,757	4,805	4,689
90 CHEVY CELEBRITY			
Wagon 6-P	7,781	7,859	7,671
89 CHEVY CELEBRITY			
Sedan	5,008	5,059	4,939
91 CHEVY CAPRICE			
Sedan	10,278	10,381	10,134
90 CHEVY CAPRICE			
Sedan	7,377	7,451	7,273
91 CHRYSLER LEBARON			
Sedan	9,151	9,244	9,023
90 CHRYSLER LEBARON			
Sedan	8,100	8,179	7,985
91 CHRYSLER NEW YORKER			
Salon Sedan	11,600	11,718	11,439
90 CHRYSLER NEW YORKER			
Salon Sedan	9,667	9,763	9,531
89 CHRYSLER FIFTH AVENUE			
Sedan	8,183	8,267	8,069
88 CHRYSLER FIFTH AVENUE			
Sedan	6,290	6,353	6,202
89 DODGE ARIES AMERICA			
Sedan	3,935	3,973	3,879
88 DODGE ARIES AMERICA			
Sedan	3,085	3,115	3,040
91 DODGE SHADOW			
ES Sedan	7,573	7,648	7,469
90 DODGE SHADOW			
Liftbk 5 Dr	5,406	5,459	5,331
91 DODGE DYNASTY			
Sedan	8,577	8,664	8,457
91 FORD ESCORT			
Htchbk 4 Dr LX	6,219	6,282	6,132
90 FORD ESCORT			
Htchbk 4 Dr LX	4,696	4,743	4,629
91 FORD MUSTANG			
LX-4 Coupe	7,882	7,961	7,772
91 FORD TEMPO			
GL Sedan 4 Dr	6,757	6,826	6,663
90 FORD TEMPO			
GL Sedan 4 Dr	5,421	5,473	5,343
91 FORD TAURUS			
GL Sedan 4 Dr	9,854	9,953	9,717
90 FORD TAURUS			
GL Sedan 4 Dr	7,484	7,560	7,381
91 FORD CROWN VICTORIA			
Sedan	11,303	11,415	11,144
90 FORD CROWN VICTORIA			
Sedan	9,082	9,174	8,957
91 THUNDERBIRD			
Coupe	10,486	10,591	10,338
90 THUNDERBIRD			
Coupe	8,205	8,288	8,091
91 LINCOLN			
Town Car Exec. Sedan	16,882	17,052	16,646
Mark VII LSC Coupe	18,580	18,767	18,321
Continental Exec. Sedan	16,882	17,052	16,646
90 LINCOLN			
Town Car Sedan	15,541	15,695	15,322
Mark VII LSC Coupe	14,741	14,888	14,533
Continental Sedan	14,237	14,381	14,039
91 MAZDA 626			
LX Sedan 4 Dr	9,244	9,335	9,169
91 MERCURY COUGAR			
LS Coupe	10,798	10,907	10,647
90 MERCURY COUGAR			
LS Coupe	8,898	8,987	8,772
91 MERCURY TOPAZ			
GS Sedan 4 Dr	6,888	6,956	6,793
90 MERCURY TOPAZ			
GS Sedan 4 Dr	5,551	5,608	5,473
91 MERCURY SABLE			
GS Sedan 4 Dr	10,027	10,128	9,887
90 MERCURY SABLE			
GS Sedan 4 Dr	7,581	7,657	7,972
91 MERCURY GRAND MARQUIS			
GS Sedan	11,523	11,639	11,360
90 MERCURY GRAND MARQUIS			
GS Sedan	9,595	9,690	9,459
91 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,536	6,602	6,484
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	5,729	5,786	5,683
91 NISSAN MAXIMA			
SE Sedan	15,257	15,409	15,136
90 NISSAN MAXIMA			
SE Sedan	13,580	13,717	13,473
91 NISSAN SENTRA			
Sedan 2 Dr	6,999	7,072	6,944
90 NISSAN SENTRA			
Sedan 2 Dr	4,966	5,015	4,925
91 NISSAN STANZA			
XE Sedan 4 Dr	9,665	9,760	9,586
90 NISSAN STANZA			
XE Sedan 4 Dr	8,269	8,352	8,204
91 OLDS CIERA			
S Coupe	9,558	9,654	9,425
S Sedan	9,644	9,742	9,510
90 OLDS CIERA			
S Coupe	7,156	7,225	7,056
S Sedan	6,854	6,923	6,757
91 OLDS CALAIS			
Sedan	7,248	7,321	7,148
90 OLDS CALAIS			
Sedan	5,865	5,924	5,783
91 OLDS CUTLASS SUPREME			
Coupe	10,524	10,630	10,376
90 OLDS CUTLASS SUPREME			
Coupe	8,089	8,169	7,975
91 OLDS 98 REGENCY			
Elite	16,462	16,627	16,233
90 OLDS 98 REGENCY			
Sedan	11,761	11,879	11,598
89 PLYMOUTH RELIANT			
Sedan	3,914	3,955	3,860
88 PLYMOUTH RELIANT			
Sedan	3,085	3,115	3,040
91 PLYMOUTH SUNDANCE			
Coupe 5 Dr	6,076	6,137	5,990
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,390	5,443	5,315
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,224	4,265	4,164
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,513	3,548	3,464
91 ACCLAIM			
Sedan	7,173	7,246	7,073
91 PONTIAC SUNBIRD			
LE Coupe	6,837	6,905	6,741
LE Sedan	6,922	6,993	6,825
90 PONTIAC SUNBIRD			
LE Coupe	5,505	5,560	5,429
LE Sedan	5,582	5,637	5,504
91 PONTIAC 6000			
LE Sedan	9,481	9,576	9,349
90 PONTIAC 6000			
LE Sedan	6,970	7,040	6,872
91 PONTIAC GRAND AM			
LE Sedan	7,909	7,988	7,798
90 PONTIAC GRAND AM			
LE Sedan	6,626	6,692	6,533
91 PONTIAC BONNEVILLE			
LE Sedan	11,435	11,551	11,276
90 PONTIAC BONNEVILLE			
LE Sedan	9,144	9,234	9,015
91 PONTIAC GRAND PRIX			
LE Sedan	10,290	10,392	10,147
90 PONTIAC GRAND PRIX			
LE Sedan	8,122	8,203	8,008
91 SUBARU LEGACY			
Sedan 4 Dr	8,984	9,074	8,912
91 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	10,850	10,960	10,765
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,335	9,428	9,260
91 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	8,262	8,345	8,194
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,923	6,991	6,865
91 TOYOTA CRESSIDA			
Lux Sedan	16,761	16,929	16,627
90 TOYOTA CRESSIDA			
Lux Sedan	14,277	14,417	14,163
91 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	8,429	8,515	8,362
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	7,454	7,527	7,394
91 VOLVO			
240 DL Sedan	14,234	14,378	14,120
90 VOLVO			
240 DL Sedan	11,260	11,371	11,169

CLASSIFIED

WANTED

U.S. Fleet Managers Nationwide to sell us late model cars, trucks, vans and salvage.

Call
(407) 272-1300

AUTOMOTIVE FLEET CLASSIFIED

For information, or to place your classified ad today, call:
Vicki Momary
(310) 376-8788

GAS/DIESEL PRICES

February 21,1992	AVG. NATIONWIDE PRICES	UNLEADED GAS	DIESEL
	Full-Serve	132.96	141.07
	Self-Serve	103.44	116.79

	Unleaded Gas		Diesel	
City*	Full-Serve	Self-Serve	Full-Serve	Self-Serve
Atlanta, GA	143.2	89.2	146.0	109.6
Boston, MA	124.8	112.0	129.9	125.1
Chicago, IL	156.0	112.0	146.3	124.5
Dallas, TX	152.7	101.3	157.4	115.7
Denver, CO	157.7	103.3	146.9	117.4
Detroit, MI	153.0	98.5	135.1	113.7
Houston, TX	150.6	101.5	150.7	118.0
Los Angeles, CA	148.3	110.5	149.3	122.4
Memphis, TN	151.0	100.2	146.9	117.3
Miami, FL	147.7	101.4	153.6	118.7
Minneapolis, MN	151.5	103.4	113.4	111.8
New Orleans, LA	157.4	108.6	146.5	121.0
Omaha, NE	131.2	106.4	134.1	116.0
Philadelphia, PA	139.0	105.8	138.7	120.1
Phoenix, AZ	149.6	103.9	147.4	122.3
Portland, OR	134.8	112.8	128.7	125.4
San Francisco, CA	152.0	111.3	157.3	126.7
Seattle, WA	148.8	106.2	151.3	121.7
St. Louis, MO	134.2	89.1	129.9	101.3
Washington, D.C.	152.8	109.4	151.4	122.4

Source: Lundberg Survey Inc. ©1992
**The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey, Inc. All prices include taxes and are rounded down to the closest tenth of a cent.*

BISHOP
—Since 1921—
Featuring
Buick
Pontiac
Oldsmobile
Subaru
Isuzu

Ohio's Largest
Buick Fleet Dealer

4050 Cleveland — Massillon Road
Norton, Ohio 44203
(216) 825-7881 • Fax (216) 825-6378

NAFA AFFILIATE
NVLA

Circle 190 on Inquiry Card

WE DO IT ALL . . .

- Best Fleet Pricing
- Stock cars, trucks, vans
- Immediate delivery
- Free delivery up to 100 miles
- Bids & storage on used cars
- Personalized courtesy delivery
- Established national drop shipment program

Bob Buffin
Director of Fleet Sales

INLAND MOTORS
Ford In Redlands
1121 W. Colton Ave.
P.O. Box 1067
Redlands, CA 92374
(714) 793-3211

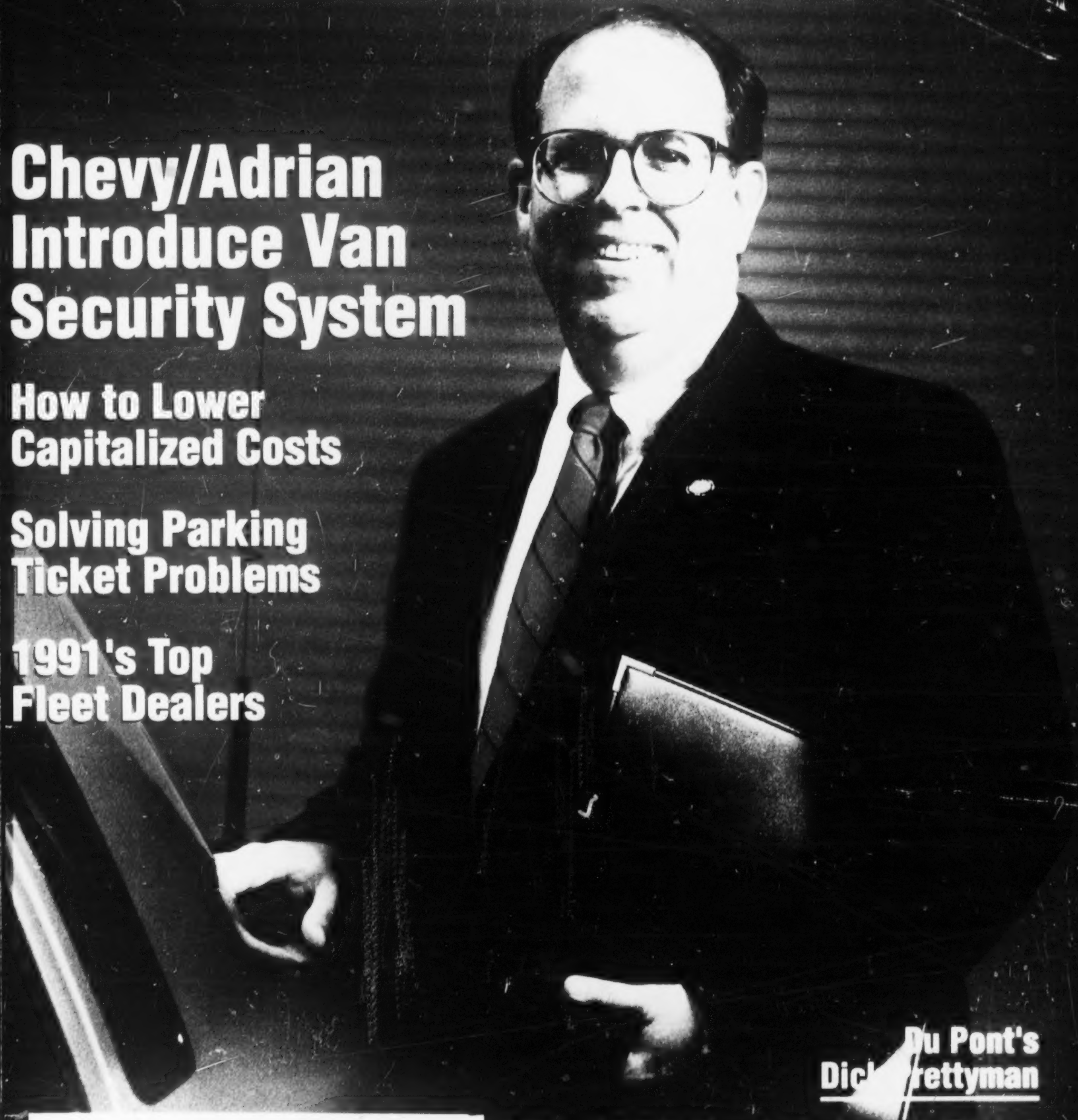
Circle 191 on Inquiry Card

a bobit publication

may 1992

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



Chevy/Adrian Introduce Van Security System

How to Lower Capitalized Costs

Solving Parking Ticket Problems

1991's Top Fleet Dealers

Du Pont's
Dic[illegible]rettyman

AF's 1992 Professional Fleet Manager of the Year

automotive
FLEET®
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

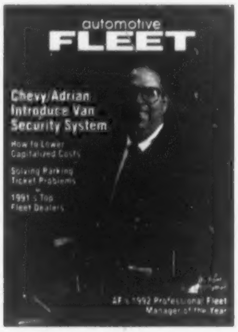
BOBIT PUBLISHING

May 1992
VOL. 31, NO. 7

Influencing the management of 5,072,000 cars and 2,209,000 light- and medium-duty trucks and vans in business, leasing, rental, utility, government ,police, and taxi fleets.

Page 32 *— Corporate fleets whose drivers don't pay parking tickets can find themselves unable to register fleet vehicles in certain states.*

Page 48 *—Chevrolet and Adrian team up to introduce an all-new van security system that will be available for fleet ordering in July 1992.*



automotive
FLEET

Chevy/Adrian Introduce Van Security System

How to Lower Capitalized Costs

Solving Parking Ticket Problems

1991's Top Fleet Dealers

AF's 1992 Professional Fleet Manager of the Year

On the Cover *— Dick Prettyman, manager of fleet operations for Du Pont, picks up* Automotive Fleet's *eighth annual Fleet Manager Award. Complete interview begins on page 12.*

Features

12 **Du Pont's Dick Prettyman Wins '92 Professional Fleet Manager Award**
Out of 10 candidates, Prettyman emerges victorious. Find out some of the methods he uses to control Du Pont's fleet expenses, how safety plays a factor, and what he considers his greatest fleet management achievement.

16 **Ed Morse Chevrolet Top Dealer for 5th Consecutive Year**
By selling nearly 90,000 fleet units during the 1991 calendar year, this Lauderhill, FL-based dealer continues its reign as the top fleet dealer in the nation.

25 **How to Lower Vehicle Capitalized Costs**
By lowering a vehicle's capitalized cost, you can lower its actual depreciation. The vehicle purchasing process is the key.

31 **White Most Popular Vehicle Choice**
For the first time in nine years, one single color has emerged as the undisputed color of choice across all vehicle classes. Find out how knowing which colors are popular can boost your resale return.

32 **How Fleets Manage the Parking Ticket Headache**
As municipalities across the country turn to parking fines as a means of enhancing revenue, fleets often feel the pinch. Find out how fleet management practices help cure the parking ticket headache.

44 **Acquisitions and New Offices Fuel McCullagh's Regional Growth**
McCullagh Leasing has expanded to 31 regional locations and acquired five leasing companies in the past 24 months as part of its strategy to grow and yet continue providing small-company service on a local basis.

Truck/Van Section

48 **Chevrolet and Adrian Steel Introduce Van Security System**
An optional factory-installed security system for the 1993-model year Chevrolet Lumina APV and Astro is the result of a team effort by Chevrolet and Adrian Steel Co. to respond to fleet customer needs.

Departments

Letters 6
Industry News 8
Hotline 11
Truck/Van News 54
Personnel Personals 56
Used-Car Prices 58
Leasing 60
Products/Services 62
Gas Prices 63
Calendar 63
Ad Index 63
Editorial 64

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices - United States: $35 per year; Canada $42 per year; Foreign $53 per year. Single copy price - $3. Fact Book - $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. Postmaster: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes: Auto Rental News, Bedroom, Business Driver, Installation News, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.

STAFF

Editor and Publisher
Edward J. Bobit
Associate Publisher
Charles M. Parker
Executive Editor
Mike Antich
Senior Editor
Tim Chauran
Assistant Editor
Jon LeSage
Field Editors
Al Cavalli, Warren Feirer
Assistant Editor
Pamela A. Bobit
Editorial Assistants
Jenay Root, Neil V. Young
Truck Editorial Advisory Board
Andy Collins, Frank Fraser, Vic Miska
Production Director
Jo-Ann Noles
Production Manager
Jill McWilliams
Production Coordinator
Vicki Momary
Graphics Manager
Rochelle Crews
Art Director
Thomas J. Price
Graphic Artists
Derrick Beasley, Judy Kruk
Corporate Circulation Director
Chris Oldenbrook
Associate Fulfillment Director
Rosa Salomon
Reader Inquiry Manager
Joy Griffin

District Advertising Managers
Midwest/Eastern
Jim Banas
8410 West Bryn Mawr Ave., #400
Chicago, IL 60631
(312) 380-1286 FAX: (312) 380-1284
Western
Pamela Quaglia Reitmeier
2512 Artesia Boulevard
Redondo Beach, CA 90278
(310) 376-8788 FAX: (310) 376-9043
Great Lakes
Robert J. Brown, Associate Publisher
22627 Lakecrest
St. Clair Shores, MI 48081
(313) 771-0071 FAX: (313) 771-0072
Chairman & Chief Executive Officer
Edward J. Bobit
President
Ty F. Bobit

Business and Editorial Office
Bobit Publishing Co.
2512 Artesia Boulevard
Redondo Beach, CA 90278
(310) 376-8788
Telex: 662272 SOS AMRICA
FAX: (310) 376-9043

ABP BPA
Highways Users Federation
NAFA AFFILIATE

LETTERS

They Bought Them, Not Us!

I enjoyed reading your article on the new business leader at GE Fleet Capital Fleet Services in your January 1992 issue of *Automotive Fleet.*

It was mentioned in the article that GE Capital had recently acquired American Automobile Leasing Corp. in Warminster, PA. I want to inform your reading audience that my company, American Leasing Corp., located in New Jersey, should not be confused with the company that GE Capital purchased. We are still independently owned and operated and are not for sale, and are still doing very well servicing national small- and medium-sized fleets.

Arthur Lewis,
Chief Executive Officer,
American Leasing Corp.,
East Orange, NJ

We can understand how the similarity in names between the two companies could possibly lead to some confusion for our readers. For the record, and as stated in the January 1992 article, McCullagh Leasing, the regional organization of GE Capital Fleet Services, acquired the 1,000-unit portfolio of American Automobile Leasing Corp. in Warminster, PA on April 22, 1991. Although American Leasing Corp., based in East Orange, NJ, was never mentioned in the article, we would like to reiterate that it continues to be an independently owned and operated leasing company. We hope this clears up any potential confusion that may have been caused as a result of the name similarities between the two companies. — Editor.

Filling in the Blanks

While compiling the 1992 Top 100 Commercial Fleets for the February 1992 issue of Automotive Fleet, *one company was inadvertently left off the list. Rent A Center, Inc., based in Wichita, KS, owns 108 cars and 2,345 trucks, for a total of 2,453 vehicles. This puts them at number 83 on the Top 100 list. The company's fleet contact is Lynn Zuercher.*

There may have been other companies inadvertently left off the Top 100 and Second Top 100 listings. If your company qualified to be included in the Top 100 and Top Second 100 listings, which appeared in the February and April 1992 issues, respectively, please contact Tim Chauran, AF's senior editor. — Editor.

Gee, Thanks

As always, *Automotive Fleet* continues to find ways to not only create interesting and informative editorial content, but to also acknowledge different aspects of the industry. Your "30 Most Important People in the Fleet Industry" feature was indeed a highlight of my 35-year automotive fleet career. To be included not only greatly pleased me, but certainly was a wonderful surprise. The fact that your readers determined the selections was probably the biggest honor.

With Milo Matick and myself being the only fleet dealers represented, it made us feel that we are, indeed, fortunate to have a formidable partnership for the challenges that the 1990s will bring.

We sincerely thank you and *Automotive Fleet* readers for the recognition.

Donald Fenton,
Vice President,
Fleet Sales & Marketing,
Al Piemonte National Fleet Sales,
Melrose Park, IL

All letters to the editor become the property of Automotive Fleet *magazine unless otherwise specified. Letters may be shortened or edited for clarity and style.*

GOVT. PROGRAMS

DOT Offers Drug Testing Information

The U.S. Department of Transportation (DOT) has announced a new service to provide instant access to information on federal drug testing requirements for transportation employees.

By dialing 1-800-CAL-DRUG, a caller can communicate with a computer-generated voice program that provides short descriptions of drug-testing programs for each mode of transportation and answers to the most frequently asked questions about the regulations. Callers can request copies of documents by facsimile and receive them within minutes. For facsimile service, the fee can be charged to a credit card. The system also can be accessed via computer modem by calling 800-255-3804.

NAFA Safety Survey: 1st Quarter '92

Fleets Reporting	135
Number of Vehicles Represented	73,694
Total Miles Driven	536,003,997
Average Mileage per Vehicle in Quarter	7,273
Total Reportable Accidents	5,804
Total Preventable Accidents	2,450
Personal Injuries	397
Total Fatalities	5
Total Vehicular Damage	$4,724,556
*Average Vehicular Damage per Reportable Accident	$895
Total Accident Ratio	10.83
Total Preventable Ratio	4.57
Total Non-Preventable Ratio	6.26

*Average vehicular damage per reportable accident computed using the dollar amounts given for 5,281 accidents — no costs given for 523 accidents

CARB Passes Cleaner Gasoline Rules

The California Air Resources Board (CARB) has passed rules requiring that all gasolines sold in the state after April 1996 must be 30- to 40-percent cleaner than the gasolines available in California today. Refiners producing less than 55,000 barrels per day have until April 1998 to comply.

The goal of the rules is to have gasoline that is less evaporative, and which contains fewer heavy metals such as sulphur and benzene. Presently, the reformulated gas sold in California does not meet these rules' requirements.

CARB has been working with refiners to introduce reformulated gasoline that does meet the rules, although such reformulating may ultimately require a capital investment by the oil industry of somewhere between $3 billion and $6 billion.

1992 Crown Vic Police Package Rolls Off Assembly Line

1992 Crown Victoria Police Vehicle
Job #1
Ford
POLICE

The more than 10,000 orders Ford Motor Co. received for its 1992 Crown Victoria Police Package are beginning to be filled throughout North America. The Crown Victoria police vehicle, based on the all-new 1992 Crown Victoria, includes a heavy-duty frame, suspension, driveshaft, and other features upgraded for rugged law enforcement duty.

MANUFACTURER UPDATE

Nissan Replacing Stanza Model with Altima

Nissan Motor Co. plans to replace its slow-selling Nissan Stanza in the fall of 1992 with a redesigned model it calls the Altima.

The Altima will be available in the United States and Canada, and the automaker says it chose the name "Altima" after an exhaustive search for possible model names, and that it suggests a higher order of vehicle, and it sounds similar to Maxima, another Nissan model.

Nissan will soon finish a reported $500 million expansion of its Smyrna, TN assembly plant so the company can ultimately build 200,000 Altimas per year.

Ed Morse Chevrolet Top Dealer for 5th Consecutive Year

Ed Morse Chevrolet of Lauderhill, FL became the top fleet dealer overall for the fifth consecutive year. The dealership was among those honored at AFLA's Spring Convention.

By selling 89,972 units during the 1991 calendar year, Ed Morse Chevrolet of Lauderhill, FL became the top fleet dealer for the fifth consecutive year. The dealership was one of 54 franchises honored at the Automotive Fleet & Leasing Association's (AFLA) annual spring convention in Toronto, Canada.

Ed Morse Chevrolet increased 1991 fleet unit sales by almost 50 percent more than sales made during the 1990 calendar year. For the 1990 calendar year, the dealership posted fleet sales of 60,085.

Prospect Motors of Jackson, CA finished in second place for fleet units sold in the 1991 calendar year, with 42,843 units sold. Rounding out the top five fleet dealers were: Jordan Ford of Mishawaka, IN in third place, with 31,162 units sold; Amador Motors of Sutter Creek, CA in fourth place, with 30,904 units sold; and Santa Monica Ford of Santa Monica, CA in fifth place, with 28,963 units sold. Altogether, the five top dealers sold 223,844 units during the 1991 calendar year.

The awards were presented at the Toronto Hilton International on April 11, 1992, by *Automotive Fleet*. Plaques were presented to the top three fleet winners from each of the major fleet lines. The award is presented annually by *AF* and recognizes the dealers who are among the top three sellers within their franchise organization, based on calendar year fleet sales figures.

1992 FLEET DEALER AWARDS
(For sales occurring in the 1991 calendar year.)

BUICK	Dewey Hibben	Lupient Buick, Inc.	Minneapolis, MN	9,915
	Harold Schaudenecker	Loren Buick, Inc.	Glenview, IL	8,868
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	6,985
	Phil Davis	Polkowitz Motors	Perth Amboy, NJ	5,483
	Tom Bishop	Bishop Motors, Inc.	Barberton, OH	5,402
	Ken Carlson	Orange BU-GMC Truck Co.	Orlando, FL	5,178
	Walt Wray	Boulevard Buick-GMC Truck	Long Beach, CA	3,296
	Mike Kelley	Reef Buick, Inc.	Lauderdale Lakes, FL	2,712
	Lee Beckman	Al Parker Buick	Houston, TX	2,704
	Naomi Berndt	Grant Dean Buick, Inc.	Highland Park, IL	2,581
			Total	**53,124**
CADILLAC	Jack Evans	Bayview Cadillac	Ft. Lauderdale, FL	25,838
	Phil Davis	Polkowitz Motors	Perth Amboy, NJ	7,628
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	7,530
	Meri Huskey	Roger Penske Cadillac	Downey, CA	3,418
	Rich Gross	Nesen Cadillac, Inc.	Thousand Oaks, CA	2,610
	Anita Davis	Rodger Meier Cadillac	Dallas, TX	1,928
	Donna Janazzo	Stephen Cadillac-Pontiac	Bristol, CT	1,922
	Dennis Concannon	Coast Cadillac Co.	Sarasota, FL	1,562
	Scott Deuckar	Kachina Cadillac, Inc.	Scottsdale, AZ	1,327
	Nat Scheinbaum	Cashman Cadillac, Inc.	Las Vegas, NV	1,137
			Total	**54,900**
CHEVROLET	Jack Evans	Ed Morse Chevrolet, Inc.	Lauderhill, FL	89,972
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	42,843
	David Lindahl	Diamond Chevrolet, Inc.	Inglewood, CA	21,646

1992 FLEET DEALER AWARDS

(For sales occurring in the 1991 calendar year.)

	Ray Smith	Bob Bell Chevrolet/Nissan, Inc.	Baltimore, MD	13,483
	Lloyd Chavez	Burt Chevrolet, Inc.	Englewood, CO	10,683
	Dewey Hibben	Harold Chevrolet, Inc.	Bloomington, MN	10,551
	Brian Netzel	Midway Chevrolet Co.	Phoenix, AZ	10,139
	Chris Hackett	Newman Chevrolet, Inc.	Garland, TX	9,938
	S. Yassinger	Z. Frank, Inc.	Chicago, IL	8,311
	Nate Alberstein	Haleakala Motors, Ltd.	Kahului Maui, HI	7,459
			Total	**225,025**
DODGE	Manuel Escoto	Amador Motors	Sutter Creek, CA	30,904
	Dottie Fitzgerald	Colonial Dodge	Kensington, MD	15,754
	Steve Leach	Forest Lake CPD	Forest Lake, MN	13,497
	Bil Ellis	Kenneth Morehead Dodge LT	Lincoln, NE	7,202
	Gene Hall	Luke Potter Dodge	Winter Park, FL	7,139
	Bruce Jacobs	Pryority Motors, Inc.	Prior, OK	6,030
	Jack Evans	Ed Morse Dodge	Coconut Creek, FL	5,148
	Dewey Hibben	Bothun Dodge, Inc.	Eau Claire, WI	3,999
	Debbie Applewhite	Metrolina Dodge	Charlotte, NC	3,504
	Dan Heil	Swift Dodge/Budget RAC	Sacramento, CA	2,565
			Total	**95,742**
CHRYSLER/ PLYMOUTH	George Mosar	Dayton Andrews, Inc.	Clearwater, FL	14,829
	Ronald Pope	Russ Darrow CP	Waukesha, WI	3,056
	Bob Culbertson	Marty Franich CPD	Watsonville, CA	2,955
	Martin Swanty	Martin Swanty CPDJE	Kingman, AZ	2,588
	Tony Varner	Allen Cubbage CPD	Stanley, VA	2,357
	Mark Cassidy	Ed Barwick CP	Napa, CA	2,222
	Dan Ragsdale	Huffines CP, Inc.	Plano, TX	2,087
	Lyle Grant	Pasadena CP, Inc.	Pasadena, CA	1,980
	Jim Wallace	Galeana CP	Ft. Myers, FL	1,678
	Lori Stark	Jack Miller CP	Kansas City, MO	1,473
			Total	**35,225**
JEEP/EAGLE	David Arnold	Roswell Jeep/Eagle	Roswell, GA	302
	Fred Gerbaz	Berthod Motors, Inc.	Glenwood Springs, CO	289
	Jim Williams	Crown Jeep/Eagle	Houston, TX	235
	Cheryl Fischer	Galloway CPJE	Tucson, AZ	218
	Robert Stovall	Ancira Motor Co.	San Antonio, TX	182
	Peter Deppert	Jeep Co. of Kearney	Kearney, NJ	153
	Brian Webb	G. Fronrath JE	Lauderhill, FL	102
	Eric Hayes	Hayes Brothers JE	Salt Lake City, UT	91
	Michael Bridges	Liberty JE	Libertyville, IL	76
	Steve Leach	Southview JE	Minneapolis, MN	74
			Total	**1,722**
FORD	James Hoffer	Jordan Ford	Mishawaka, IN	31,162
	Robert Karlin	Santa Monica Ford	Santa Monica, CA	28,963
	Dominic Canterella	Loman Ford	Woodbridge, NJ	19,144
	Ted Daniel	Griffin Ford	Frostproof, FL	17,043
	Randy Malkiewicz	Arlington Heights Ford	Arlington Heights, IL	14,306
	Fred Lautze	S&C Motors	San Francisco, CA	14,012
	Michael Colby	Troy Motors	Troy, MI	13,043
	Angel Shollenberger	Friendly Ford	N. Miami Beach, FL	9,460
	Bob Culbertson	MartyFranich Ford	Watsonville, CA	9,313
	Harold Beaune	Lutz Ford	Palo Alto, CA	8,190
			Total	**164,636**
GMC TRUCK	Richard Kent	Chicago Truck Center	Chicago, IL	2,787
	Troy Bratusek	San Antonio Truck Sales & Svc.	San Antonio, TX	1,635
	John Hirsch	Thomas Pontiac-Buick-GMC Truck, Inc.	Coon Rapids, MN	1,137
	Steve Waltens	Los Angeles Truck Center	Santa Fe Springs, CA	1,128
	John Slavin	Los Angeles Truck Center	Santa Fe Springs, CA	1,091
	J. Robert Gilchrest	Chicago Truck Center	Chicago, IL	1,083
	Skip Reiker	Fountain Oldsmobile	Orlando, FL	948
	Robert Schultz	Oakland Truck Center	Oakland, CA	901
	Joseph Francis	Asplund Buick-GMC Truck	Manahawkin, NJ	778
	Robert Romberg	Smokey Point Sales & Service	Arlington, WA	681
			Total	**12,169**
AMERICAN ISUZU	Roz Newman	Gwinnett Mall Isuzu	Duluth, GA	603
	Rick Cusick	Fountain Isuzu	Orlando, FL	523
	Gary Graoy	Grady Isuzu	Mobile, AL	254
	Mark Smith	Sam White Isuzu	Houston, TX	254
	Dave Beaumont	Tom Endicott Isuzu	Pompano Beach, FL	226
	Ray Sarbiewski	Bill Stillwell Isuzu	Downer's Grove, IL	142
	Brad Taylor	Isuzu City	Jacksonville, FL	111
	Bud Killian	Mitchell Motors Isuzu	Chamblee, GA	105

1992 FLEET DEALER AWARDS
(For sales occurring in the 1991 calendar year.)

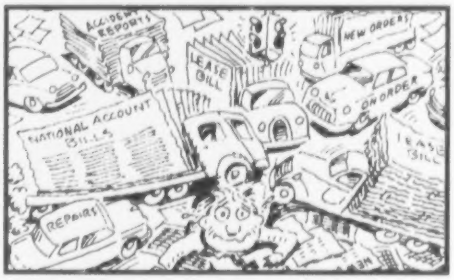
	Don Braswell	Tyrone Isuzu	St. Petersburg, FL	88
	Fred Greybill	Rey Reece Isuzu	Portland, OR	86
			Total	**2,392**
LINCOLN/ MERCURY	Ted Daniel	Island Lincoln-Mercury	Merritt Island, FL	20,777
	Peggy Tuttle	Jordan Lincoln-Mercury	Elkhart, IN	16,930
	Bob Culbertson	Marty Franich Lincoln-Mercury	Watsonville, CA	13,514
	Doug Alling	Pavillion Lincoln-Mercury	Austin, TX	11,651
	Gail Roberts	Libertyville Lincoln-Mercury	Libertyville, IL	6,765
	Kim Beck	Baranco Lincoln-Mercury	Duluth, GA	6,726
	Abol Parviz	Miramar Lincoln-Mercury	San Diego, CA	5,876
	John Himmelman	Sansone Lincoln-Mercury	Hopelawn, NJ	4,582
	Jan Patterson Heimforth	Don Kott Lincoln-Mercury	Carson, CA	4,363
	Dick Doran	Haar Lincoln-Mercury	Worcester, MA	3,693
			Total	**94,877**
MAZDA	Doug Engle	Don Darr Mazda	St. Louis, MO	5,053
	Mike Hawk	Frank Bommarito Mazda	Ellisville, MO	4,707
	Dean Dorsey	Val Strough Mazda	Oakland, CA	1,416
	Jim Schwartz	Schwartz Mazda	Red Bank, NJ	1,333
	Charles Blackwood	Grubbs Mazda	Dallas, TX	1,328
	Lamar Rupley	Codiroli Mazda	Livermore, CA	1 314
	Joe David Pacifico	Pacifico Mazda	Philadelphia, PA	1,110
	Lou Verrengia	Puente Hills Mazda	City of Industry, CA	606
	Jim Crook	Thousand Oaks Mazda	Thousand Oaks, CA	535
	Jeff Auge	Walser Mazda	Richfield, MN	355
			Total	**17,757**
MITSUBISHI	Paul Mastrangelo	North Shore Mitsubishi	Lynn, MA	703
	Mark Barton	Goldcoast Mitsubishi	Miami, FL	362
	Bill Deinzer	Manhasset Mitsubishi	Manhasset, NY	305
	Milton Bourgeois	Eagle Mitsubishi	Harvey, LA	298
	Mark Fantich	Payne Mitsubishi	Weslaco, TX	240
	Larry Breen	Wantagh Mitsubishi	Wantagh, NY	239
	Melissa Sheehan	Tristar Mitsubishi	New Rochelle, NY	185
	Martin Radomski	Gateway Mitsubishi	Toms River, NJ	184
	Linda Olsen	Max Madsen Mitsubishi	Downers Grove, IL	135
	Vern Seible	Collins Mitsubishi	Indianapolis, IN	132
			Total	**2,783**
NISSAN	Dan Delgrosso	Hippodrome Nissan	Nashville, TN	1,959
	Lino Chun	David McDavid Nissan	Houston, TX	1,564
	Scott VanderSande	Corona Nissan	Corona, CA	1,014
	Jeff Greenberg	Bedford Nissan	Bedford, OH	935
	John Stanley	ABC Nissan	Phoenix, AZ	697
	Bill Stamps	Colonial Nissan, Inc.	Feasterville, PA	652
	Bob Rubino	Oakland Nissan	Oakland, CA	606
	Jim Ketchum	Puente Hills Nissan	City of Industry, CA	551
	Joe Vella	Phil Tolkan	Milwaukee, WI	452
	Mike Tanna	Brown & Brown Nissan	Tempe, AZ	380
			Total	**8,810**
OLDSMOBILE	Dave Wilson	Ban Burns Oldsmobile	Delray Beach, FL	17,010
	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	15,816
	Dewey Hibben	Lupient Oldsmobile	Golden Valley, MN	15,019
	Mark Smith	Sam White Oldsmobile Co.	Houston, TX	6,541
	Rick Nicoletti	Larry Faul Oldsmobile	Schaumburg, IL	6,301
	Marlene Strano	Dale Oldsmobile	Bronx, NY	4,782
	Ed Handley	Boch Oldsmobile	Norwood, MA	3,844
	Gayle Epstein	J&F Oldsmobile	Jersey City, NJ	3,185
	Charles Karr	Emich Oldsmobile	Golden, CO	3,001
	Brad Miller	Ray Oldsmobile	Park Ridge, IL	2,859
			Total	**78,358**
PONTIAC	Manuel Escoto	Prospect Motors, Inc.	Jackson, CA	25,759
	Donna Janazzo	Stephen Pontiac-Cadillac, Inc.	Bristol, CT	16,806
	Bud Morrison	J. M. Pontiac, Inc.	Hollywood, FL	13,342
	Sam Emerick	Goode-Taylor Pontiac-GMC Truck	Dallas, TX	8,915
	Ron Ellis	Rudy Luther's Pontiac-GMC Truck	Minneapolis, MN	8,674
	Rick Nicoletti	Larry Faul Pontiac, Inc.	Schaumburg, IL	6,450
	Mike Haggerty	Mike Haggerty Pontiac-GMC Truck	Oak Lawn,IL	5,735
	Tamara Parker	Peninsula Pontiac-Oldsmobile	Torrance, CA	4,005
	Norma Hammett	Bob Longpre Pontiac, Inc.	Westminster, CA	3,989
	Jack Evans	Heartland Pontiac	Sebring, FL	3,391
			Total	**97,066**
SUBARU	Linda Cody	Burt Subaru, Inc.	Englewood, CO	9,961

1992 FLEET DEALER AWARDS

(For sales occurring in the 1991 calendar year.)

	Pete Wilkins	Val Strough Subaru	Albany, CA	1,195
	Jerry McCormick	Glen Subaru	Pocatello, ID	530
	Wayne Drum	Continental Motors	Anchorage, AK	275
	Merril Bylund	Jackson Hole Motors	Jackson Hole, WY	188
	Chris DeVaughn	Fireside Subaru	Modesto, CA	124
	Chet Swanson	Chet Swanson Sales	Traverse City, MI	100
	Tony DiVito	Gresham Subaru	Gresham, OR	100
			Total	**12,473**
TOYOTA	Steve Graham	Toyota Center	West Columbia, SC	5,495
	Jeff Lyman	Longo Toyota	El Monte, CA	4,186
	Darrell Brooks	Sterling McCall Toyota	Houston, TX	3,061
	Debra Schepper	Toyota of Dallas	Dallas, TX	2,056
	Carol Keller	Palmiero Toyota	Meadville, PA	1,005
	Gary Holdgraf	Cavender Toyota	San Antonio, TX	715
	Danny Neidlinger	Marietta Toyota	Marietta, GA	572
	Jack Markely	Sutherlin Toyota	Pinellas Park, FL	562
	W.R. (Rick) York	Bohn Brothers Toyota	Harvey, LA	543
	Donald Shangle	Lithia Toyota	Medford, OR	359
			Total	**18,554**
VOLKSWAGEN	Mark Haut	Westwood VW	Ft. Wayne, IN	509
	Gus Alexander	Bob Smith VW	Hollywood, CA	238
	Howie Neftin	Neftin VW	Thousand Oaks, CA	121
	Dennis Albers	Hansel-Prestige VW	Santa Rosa, CA	120
	George DeMontrond	DeMontrond VW	Houston, TX	79
	Millard Ripley	Bert Smith International	St. Petersburg, FL	61
	Richard Mancini	Poway VW	Poway, CA	57
	Gregory Robinson	Ray Burnette VW	Alexandria, VA	50
	John McWaid	VW of Santa Cruz	Santa Cruz, CA	42
	Mary Whitney	Whitney VW	Villa Park, IL	36
			Total	**1,313**
			Overall Total	**976,926**

"My fleet information was stuck in gridlock..."



"The mountain of paperwork piled up fast. Inquiries about the fleet caused me days of frenetic work. I worried about how to stay in the driver's seat.

"Then, I got Car Fleet Control software. Now, it's a snap to track and verify all my costs, plus get national account data direct from my suppliers. I'm no computer expert, but in minutes, I get a full fleet cost analysis.

"This morning, I caught a $400 oil change mis-entered by my maintenance management company, scheduled all drivers in Cleveland due for brake jobs, found 30 vans in Miami that qualified for extended claims recovery, and calculated exactly what alternative fuels cost."

What's more, while this fleet manager prevented problems before they became headaches, each one of the company vehicles cost $300 less per year to operate.

And, that's just the beginning of how Car Fleet Control software liberates information from gridlock so you can make smarter fleet decisions. Best of all, it runs on any IBM compatible personal computer.

CALL TODAY FOR YOUR FREE TRIAL.

If you want better management of your fleet information and the right answers when your boss asks, "What can you do to reduce fleet costs?" call us today and we'll rush you a **NO OBLIGATION FREE TRIAL**. See why over 600 companies, worldwide, manage more than a million vehicles with Car Fleet Control software.

1-800-468-2411

(from 415 area code please dial 415-343-2836)
or FAX 415-343-3547

Car Fleet Control

Copyright 1992 Car Fleet Control Inc

Circle 121 on Inquiry Card

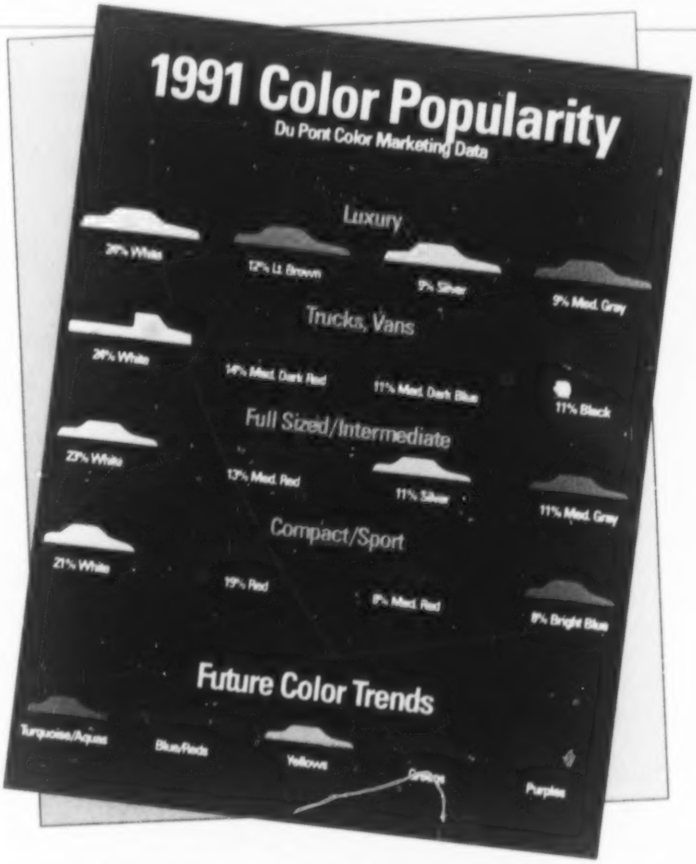
White Most Popular Vehicle Color Choice

White receives top honors among all categories of vehicles, a first since 1982. Fleets could boost future resale by ordering vehicles in reds, yellows, and turquoise and aqua shades, which are expected to gain in popularity.

For the first time in nine years, white has been selected as the undisputed color of choice for all classes of vehicles in North America, according to Du Pont's annual survey of vehicle color popularity.

An average of 22 percent of consumers chose white for luxury vehicles, full-size and intermediates, compact and sports cars, and light trucks and vans. In 1991, white gained momentum from 1990, when it captured four of the five categories. Red held second place at 19 percent of all sport/compact car sales, however, this was the first time since 1985 that red didn't capture first place in this category. Other colors that continue to hold a high level of motorist popularity include blue, black, and silver.

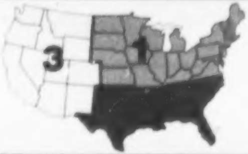
Based on Du Pont's research, the company feels that the following colors will gain in popularity in the coming years, and fleets may help boost their remarketing returns by anticipating these trends and ordering vehicles in colors reported to be gaining popularity:



- **Green:** A deep, rich green is gaining in popularity for full-size/intermediate cars and light trucks/vans, despite the fact that green has traditionally been a color to avoid in terms of resale value. The trend toward greens signals that this color choice taboo may be over;
- **Turquoise/Aqua:** These colors should maintain their trendy position through the mid-1990s;
- **Reds:** Solid and metallic red shades will continue to be favored, with blue/reds being the most popular;
- **Yellow:** This color is emerging as a color taking hold in home furnishings and fashion. Look for the trend toward yellow to impact the automotive industry in the next three to five years, according to Du Pont, with brighter, chromatic shades for sport/compact vehicles and pale shades for luxury automobiles. AF

USED-CAR PRICES

The following are average used-car prices for the period ending March 27,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



AVERAGE AUCTION PRICE Model	Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	4,876	4,926	4,810
Sedan	4,943	4,993	4,872
88 BUICK SKYHAWK			
Coupe	3,939	3,979	4,872
Sedan	3,997	4,036	3,940
91 BUICK SKYLARK			
Cust. Sedan	8,141	8,223	8,027
90 BUICK SKYLARK			
Cust. Sedan	6,618	6,685	6,526
91 BUICK CENTURY			
Cust. Sedan	9,673	9,771	9,539
90 BUICK CENTURY			
Cust. Sedan	7,099	7,171	6,998
91 BUICK LESABRE			
Cust. Sedan	11,984	12,105	11,819
90 BUICK LESABRE			
Cust. Sedan	9,366	9,460	9,235
91 CADILLAC DEVILLE			
Coupe	18,576	18,762	18,317
Sedan	18,759	18,948	18,498
90 CADILLAC DEVILLE			
Coupe	15,423	15,578	15,207
Sedan	15,580	15,736	15,362
91 CADILLAC SEVILLE			
Sedan	18,522	18,707	18,264
90 CADILLAC SEVILLE			
Sedan	15,699	15,826	15,448
91 CHEVY BERETTA			
Coupe	7,967	8,048	7,839
90 CHEVY BERETTA			
Coupe	6,582	6,647	6,488
91 CHEVY CORSICA			
Htchhk. 5-Dr.	7,685	7,760	7,576
90 CHEVY CORSICA			
Htchbk. 4-Dr.	6,209	6,273	6,122
91 CHEVY CAVALIER			
Sedan	6,182	6,244	6,095
90 CHEVY CAVALIER			
Sedan	4,733	4,781	4,666
89 CHEVY CELEBRITY			
Sedan	4,983	5,034	4,914
91 CHEVY CAPRICE			
Sedan	10,329	10,433	10,185
90 CHEVY CAPRICE			
Sedan	7,399	7,473	7,295
91 CHRYSLER LEBARON			
Sedan	9,151	9,244	9,023
90 CHRYSLER LEBARON			
Highline Sedan	8,100	8,179	7,985
91 CHRYSLER NEW YORKER			
Salon Sedan	11,484	11,601	11,325
90 CHRYSLER NEW YORKER			
Sedan	9,619	9,174	9,483
89 CHRYSLER FIFTH AVENUE			
Sedan	8,126	8,209	8,013
88 CHRYSLER FIFTH AVENUE			
Sedan	6,246	6,309	6,159
89 DODGE ARIES AMERICA			
Sedan	3,907	3,945	3,852
88 DODGE ARIES AMERICA			
Sedan	3,070	3,099	3,025
90 DODGE SHADOW			
Lftbk. 5-Dr.	5,773	5,830	5,692
91 DODGE DYNASTY			
Sedan	8,620	8,707	8,499
91 FORD ESCORT			
Htchbk. 4-Dr. LX	6,244	6,307	6,157
90 FORD ESCORT			
Htchbk. 4-Dr. LX	4,719	4,767	4,652
91 FORD MUSTANG			
LX-4 Coupe	7,898	7,977	7,788
91 FORD TEMPO			
GL Sedan 4-Dr.	6,771	6,840	6,676
90 FORD TEMPO			
GL Sedan 4-Dr.	5,405	5,457	5,327
91 FORD TAURUS			
GL Sedan 4-Dr.	9,854	9,953	9,717
90 FORD TAURUS			
GL Sedan 4-Dr.	7,484	7,560	7,381
91 FORD CROWN VICTORIA			
Sedan	11,337	11,449	11,177
90 FORD CROWN VICTORIA			
Sedan	9,109	9,202	8,984
91 FORD THUNDERBIRD			
Coupe	10,465	10,570	10,317
90 FORD THUNDERBIRD			
Coupe	8,180	8,263	8,067
91 LINCOLN			
Town Car Sedan	18,170	18,353	17,917
Mark VII LSC Coupe	18,710	18,898	18,449
Continental Sedan	16,933	17,103	16,696
90 LINCOLN			
Town Car Sedan	15,588	15,742	15,368
Mark VII LSC Coupe	14,785	14,933	14,577
Continental Sedan	14,265	14,410	14,067
91 MAZDA 626			
LX Sedan 4-Dr.	9,244	9,335	3,169
91 MERCURY COUGAR			
LS Coupe	10,830	10,940	10,679
90 MERCURY COUGAR			
LS Coupe	8,916	9,005	8,790
91 MERCURY TOPAZ			
GS Sedan 4-Dr.	6,902	6,970	6,807
90 MERCURY TOPAZ			
GS Sedan 4-Dr.	5,534	5,591	5,457
91 MERCURY SABLE			
GS Sedan 4-Dr.	10,027	10,128	9,887
90 MERCURY SABLE			
GS Sedan 4-Dr.	7,581	7,657	7,474
91 MERCURY GRAND MARQUIS			
GS Sedan	11,558	11,674	11,394
90 MERCURY GRAND MARQUIS			
GS Sedan	9,624	9,719	9,487
91 MITSUBISHI MIRAGE			
Sedan 4-Dr.	6,536	6,602	6,484
90 MITSUBISHI MIRAGE			
Sedan 4-Dr.	5,729	5,786	5,683
91 NISSAN MAXIMA			
SE Sedan	15,257	15,409	15,136
90 NISSAN MAXIMA			
SE Sedan	13,580	13,717	13,473
91 NISSAN SENTRA			
Sedan 2-Dr.	6,999	7,072	6,944
90 NISSAN SENTRA			
Sedan 2-Dr.	4,966	5,015	4,925
91 NISSAN STANZA			
XE Sedan 4-Dr.	9,665	9,760	9,586
90 NISSAN STANZA			
Ntchbk. 4-Dr.	8,269	8,352	8,204
91 OLDS CIERA			
S Coupe	9,587	9,683	9,453
Sedan	9,673	9,771	9,539
90 OLDS CIERA			
Coupe	7,156	7,225	7,056
Sedan	6,854	6,923	6,757
91 OLDS CALAIS			
Sedan	7,270	7,343	7,169
90 OLDS CALAIS			
Sedan	5,883	5,942	5,800
91 OLDS CUTLASS SUPREME			
Coupe	10,524	10,630	10,376
90 OLDS CUTLASS SUPREME			
Coupe	8,113	8,194	7,999
91 OLDS 98 REGENCY			
Sedan	16,380	16,544	16,152
90 OLDS 98 REGENCY			
Sedan	11,726	11,843	11,563
89 PLYMOUTH RELIANT			
Sedan	3,887	3,927	3,833
88 PLYMOUTH RELIANT			
Sedan	3,070	3,099	3,025
91 PLYMOUTH SUNDANCE			
Lftbk. 4-Dr.	6,046	6,106	5,960
90 PLYMOUTH SUNDANCE			
Lftbk. 4-Dr.	5,390	5,443	5,315
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,203	4,244	4,143
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,283	3,315	3,237
91 PLYMOUTH ACCLAIM			
Sedan	7,209	7,282	7,108
91 PONTIAC SUNBIRD			
SE Coupe	6,858	6,926	6,761
LE Sedan	6,943	7,014	6,845
90 PONTIAC SUNBIRD			
SE Coupe	5,522	5,577	5,445
LE Sedan	5,599	5,654	5,521
91 PONTIAC 6000			
LE Sedan	9,415	9,509	9,284
90 PONTIAC 6000			
LE Sedan	6,921	6,991	6,824
91 PONTIAC GRAND AM			
LE Sedan	7,941	8,020	7,829
90 PONTIAC GRAND AM			
LE Sedan	6,646	6,712	6,552
91 PONTIAC BONNEVILLE			
LE Sedan	11,469	11,586	11,310
90 PONTIAC BONNEVILLE			
LE Sedan	9,171	9,262	9,042
91 PONTIAC GRAND PRIX			
Coupe	10,259	10,361	10,117
90 PONTIAC GRAND PRIX			
Coupe	8,146	8,228	8,032
91 SUBARU LEGACY			
Sedan 4-Dr.	8,984	9,074	8,912
91 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	10,850	10,960	10,765
90 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	9,335	9,428	9,260
91 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	8,262	8,345	8,194
90 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	6,923	6,591	6,865
91 TOYOTA CRESSIDA			
Lux Sedan	16,761	16,929	16,627
90 TOYOTA CRESSIDA			
Lux Sedan	14,277	14,417	14,163
90 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	8,429	8,515	8,362
89 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	7,454	7,527	7,394
91 VOLVO			
240 DL Sedan	14,234	14,378	14,120
90 VOLVO			
240 DL Sedan	11,260	11,371	11,169

CALENDAR

MAY

12-13 — National Safety Council Meeting, Anaheim Convention Center, Anaheim, CA. Information: (213) 385-6461.

13 —"Status of the Automobile Industry Today and in the Future," National Association of Fleet Administrators Sunshine State Chapter, Tampa Airport Hilton, Metro Center, Tampa, FL. Information: (904) 334-2261.

19-21 — "Motor Fleet Safety for Supervisors," University of Delaware, Wilmington Campus. Information: (302) 573-4435.

21 —"Used Car Marketing/What Sells a Vehicle," National Association of Fleet Administrators San Francisco Chapter, Golden Gate Auto Auction, Fremont, CA. Information: (415) 852-3034.

JUNE

15-17 — "Fleet Management," National Association of Fleet Administrators Professional Fleet Management Seminar, Boston Marriott Copley Place, Boston, MA. Information: (908) 494-8100.

18-19 — "Fleet Decision Management Systems," National Association of Fleet Administrators Professional Fleet Management Seminar, Boston Marriott Copley Place, Boston, MA. Information: (908) 494-8100.

18-19 — Independent Automotive Damage Appraisers Association 27th Annual Vehicle Repair Conference, Woodfield Hilton Hotel, Arlington Heights, IL. Information: (800) 369-4232.

27-July 1 —"Fueling the Future: A Clean Air Transportation and Engine Trade Show," Summerfest Grounds, Milwaukee, WI. Information: (717) 657-1310.

30-July 1 — Governor's Conference on Alternative-Fueled Vehicles, Grand Milwaukee Hotel, Milwaukee, WI. Information: (800) 462-0876.

JULY

23-25 —International Trucking Show, Anaheim Convention Center, Anaheim, CA. Information: (415) 349-4876.

AD INDEX

	PAGE NUMBER	READER SERVICE NUMBER
Adrian Steel	55	130
Anglo American Auto Auctions	7	103
Buerge Motor Car Co	51	119
Buick	47	117
Bush Leasing	60	132
Cadillac	IFC-1	101
Calif. Fleet Specialists	59	
Car Fleet Control	24	121
CEI Group	15	107
Chevrolet	34-35	110
Copart	14	106
Corestates Financial Corp.	60	133
Delco Electronics	45	
Faul Fleet	61	125
Ford Car	23	131
Ford Truck	49	118
Johnny's Country Motor Sales	51	120
Jordans Auto Mall	62	126
Lee Myles Fleet Services	56	124

	PAGE NUMBER	READER SERVICE NUMBER
Lexus	43	115
Mazda	10	105
McCullagh	33	104
Nissan	17-20	
Northern Calif. Dealers	57	
Oldsmobile	27	112
Pacifico Ford	54	122
PHH Fleet America	3	
Piemonte Ford	36	109
Pontiac	BC	129
Potamkin Fleet	42	116
Salex Fleet Specialist	26	111
Southern Calif. Dealers	53	
Subaru	41	
Teletrac	37	114
Thrifty Rent-A-Car	60	
Toyota Camry	4-5	102
Toyota Truck	IBC	128
Trans National Leasing	28	113
Universal Ford	56	123
Wheels, Inc.	9	

GAS/DIESEL PRICES

March 27, 1992	AVG. NATIONAL PRICES	REG. UNLEADED GAS	DIESEL
	Full-Serve	132.20	139.58
	Self-Serve	102.73	115.91

	Regular Unleaded Gas		Diesel	
City*	Full-Serve	Self-Serve	Full-Serve	Serve-Serve
Atlanta, GA	143.76	88.38	142.34	108.78
Boston, MA	121.30	106.18	128.29	121.90
Chicago, IL	153.65	106.98	146.08	123.25
Dallas, TX	152.48	101.12	156.72	114.62
Denver, CO	160.18	108.07	147.30	118.43
Detroit, MI	152.66	100.15	134.65	112.66
Houston, TX	150.26	100.74	151.44	117.14
Los Angeles, CA	148.51	109.74	149.15	121.86
Memphis, TN	151.98	100.87	142.57	118.10
Miami, FL	147.64	100.48	153.42	117.86
Minneapolis, MN	149.51	104.64	113.40	112.81
New Orleans, LA	157.40	107.53	146.57	119.69
Omaha, NE	131.79	110.55	134.10	115.90
Philadelphia, PA	136.56	101.24	138.90	119.09
Phoenix, AZ	150.06	105.59	146.78	123.03
Portland, OR	132.85	112.78	127.90	124.64
San Francisco, CA	151.56	109.06	158.01	126.03
Seattle, WA	148.79	106.09	150.49	120.39
St. Louis, MO	132.89	89.85	122.73	101.58
Washington, DC	151.82	106.61	151.11	121.46

Source: Lundberg Survey Inc. (c) 1992

** These cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey Inc. All prices include tax.*

a bobit publication

C15772

1992

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

1992 FACTBOOK

BUYER'S DIRECTORY & INDUSTRY STATISTICS

LESSORS
STATISTICS
DAILY RENTAL
REMARKETERS
FLEET DEALERS
MANUFACTURERS
REFERENCE SECTION

[illegible]

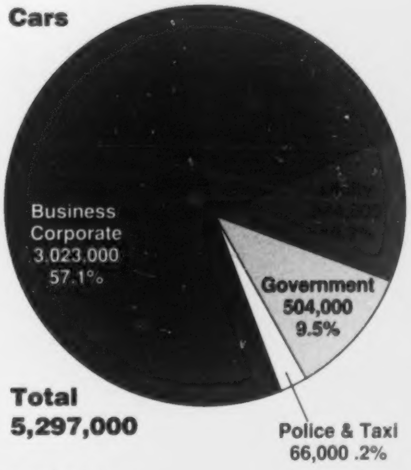
automotive
FLEET®

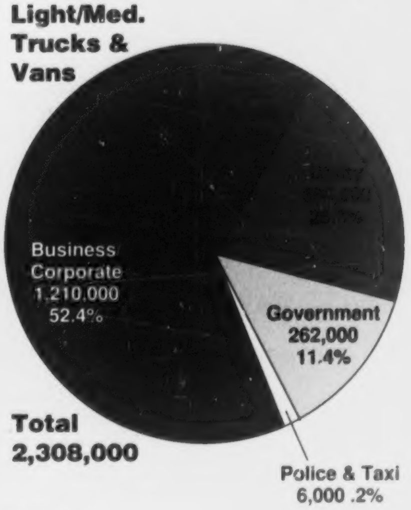
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

1992 VOLUME 31
SUPPLEMENT

Influencing the management of 5,297,000 cars and 2,308,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.





Page 20

The Ford Taurus was the top fleet car for the 1991-model year.

MARKET DATA

Fleet Statistics by Type and Size 16
U.S. New Car/Truck Fleet Registrations 18
U.S. New Car Fleet Registrations by Month and Year 19
U.S. Cars in Fleets by Type of Business 20
Passenger Car Fleet Registrations, 1985-1991 Model Years 22
1991-Model Year Registrations, Fleet vs. Retail 24
Leasing & Rental Market: Past Growth & Projections 28
Tracking the Top 10 Fleet Lessors 30
Leading Fleet Vehicle Lessors by U.S. and International Portfolio Size 39
1991 U.S. Daily Car Rental Market Profile 40
Size and Model Cars Purchased by Major Leasing Companies, 1991 vs. 1990 42
1991 Fleet Car Costs by Region; Operating Costs for Intermediate/Compact Cars & Light-Duty Trucks; NAFA Personal-Use Data 44

MANUFACTURERS

Fleet Department Directory 48

FLEET LESSORS

Leasing Company Directory 76

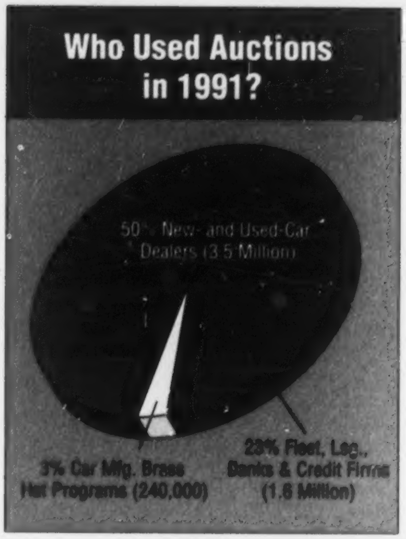
FLEET & RETAIL FUNDING

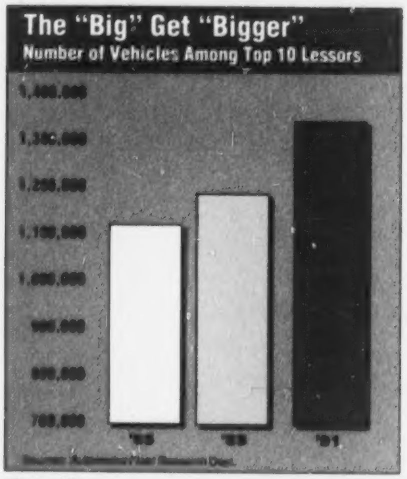
Fleet Financial Services Organizations 104

MAJOR RENTAL FIRMS

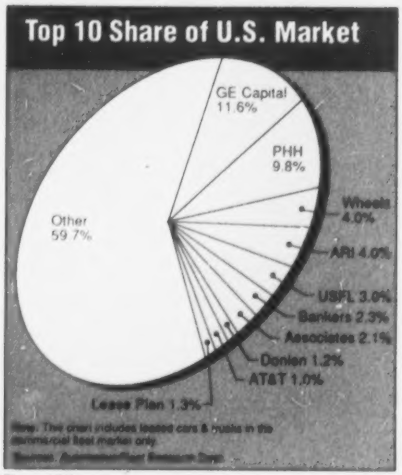
Directory of Vehicle Rental Companies 106

Table of Contents continued on page 4





Page 30



Page 30

VEHICLE REMARKETERS

Major Auction Chains 117

Factory Fleet Remarketers 122

National Auto Auction Association Directory 123

National Association of Fleet Resale Dealers Directory 137

MAJOR FLEET SUPPLIERS

Fleet Service Companies 141

Tire Industry 144

FLEET DEALERS

Dealer Listing 146

REFERENCE

Automotive Fleet Editorial Index —
March 1991 to March 1992 159

1992-Model Year Car Specifications 163

1992-Model Year Light-Truck and Van Specifications 165

State Automobile Insurance, Registration, and Tax Facts 168

Summary of State Safety Inspection Requirements 172

Association Meetings/Conventions 174

Association Guide 176

DEPARTMENTS

Editorial 10

Ad Index 175

BULK RATE
US POSTAGE
PAID
GREENFIELD OHIO
PERMIT No. 7

Third Class
Mail Enclosed

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly except twice in April - Annual Fact Book issue, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $32 per year; Canada $40 per year; Foreign $50 per year. Single copy price – $3; Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes, *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, Nail Technician News, and Showcase USA.*

MARKET DATA

Fleet Statistics by Type and Size (as of 1/1/92)

Cars

Type of Fleet	Leased or Managed	Company-Owned	Employee-Owned	Total
Businesses with 25 or More Cars	2,004,000	178,000	446,000	2,628,000
Businesses with 10 to 24 Cars	386,000	111,000	341,000	838,000
Other Government (Federal, state, county, and local.)	97,000	407,000	—	504,000
Utilities	92,000	452,000	—	544,000
Police	10,000	240,000	—	250,000
Taxi	21,000	120,000	—	141,000
Daily Rental	166,000	994,000	—	1,160,000
Fleet Total	**2,776,000**	**2,502,000**	**787,000**	**6,065,000**
Individually-Leased (Lessors, either independent or dealers, manufacturers, leasing 1 to 9 cars as retail or consumer leases.)	2,008,000			2,008,000
INDUSTRY TOTAL	**4,784,000**	**2,502,000**	**787,000**	**8,073,000**

Trucks (Class I-V)

Type of Fleet	Leased or Managed	Owned	Total
Businesses with 25 or More Class I-V Trucks (Includes leasing, construction, plumbing, heating, food distribution, pest control, cable TV, etc.)	722,000	217,000	939,000
Businesses with 10 to 24 Class I-V Trucks	198,000	73,000	271,000
Utilities	111,000	473,000	584,000
Government (Federal, state, county, and local.)	61,000	201,000	262,000
Daily Rental	15,000	231,000	246,000
Other (Police, taxi, etc.)	1,000	5,000	6,000
INDUSTRY TOTAL	**1,108,000**	**1,200,000**	**2,308,000**

U.S. New Car/Truck Fleet Registrations

On all accounts buying 10 or more units each year. (In Thousands)

	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991[1]
CARS										
Rental	202	269	461	752	789	815	920	1,050	1,160	1,480
Leasing	639	745	790	838	805	780	850	795	757	939
Commercial	185	194	217	206	176	157	191	158	136	119
Government[2]	71	66	79	79	81	73	82	79	90	78
TOTAL	**1,097**	**1,274**	**1,547**	**1,875**	**1,851**	**1,825**	**2,043**	**2,082**	**2,143**	**2,616**
TRUCKS										
Rental	27	36	43	57	38	54	65	93	87	182
Leasing	123	124	238	378	373	351	408	398	347	368
Commercial	147	144	207	225	203	210	233	221	196	161
Government[2]	67	66	78	95	103	93	99	103	105	145
TOTAL	**364**	**370**	**566**	**755**	**717**	**708**	**805**	**815**	**735**	**856**
COMBINED CAR AND TRUCK										
Rental	229	305	504	809	827	869	985	1,143	1,247	1,662
Leasing	762	869	1,028	1,216	1,178	1,131	1,259	1,193	1,104	1,307
Commercial	332	338	424	431	379	367	424	379	332	280
Government[2]	138	132	157	174	184	166	181	182	195	223
TOTAL	**1,461**	**1,644**	**2,113**	**2,630**	**2,568**	**2,533**	**2,849**	**2,897**	**2,878**	**3,472**

[1] Month of December registrations are estimated [2] Excludes Federal Government

Note: Rental and Leasing data was reported combined through 1989; breakdown is estimated by *Automotive Fleet's* Research Dept.

Ford FLEET SERVICE PROGRAM

Ford Fleet Service Program combines computerized billing with a nationwide service plan.

A plan that goes the extra mile. Ford FSP complements Ford's 1992 new vehicle limited warranty, by offering you different component coverages with a variety of time and mileage options.

Fleet maintenance made easy. Your drivers use their Ford FSP Membership Card to charge their repairs. So you receive billing and reporting in one monthly statement.

Ford FSP. Manage your fleet costs, no matter

1992 Ford Motor Company

U.S. New Car Fleet Registrations[1] By Month And Year

Totals include all fleets of 10 or more units

	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991
JAN	93,700	100,500	141,669	58,782	181,524	188,000	178,400	179,400	153,000	212,500
FEB	78,300	91,200	142,006	142,643	162,615	159,100	185,500	183,100	188,500	214,300
MAR	84,500	105,800	136,526	162,472	164,697	165,300	186,200	197,400	189,100	205,600
APR	96,900	93,800	142,199	146,644	156,141	154,100	154,300	179,600	168,900	189,900
MAY	104,800	100,800	139,114	145,063	155,968	158,700	169,800	199,000	183,000	293,400
JUN	117,700	137,200	156,445	163,165	194,567	191,400	224,000	232,000	222,600	274,200
JUL	95,700	101,400	131,377	129,988	151,395	149,800	167,600	151,000	173,400	247,500
AUG	66,800	84,300	100,845	206,597	108,112	107,800	135,300	111,500	140,300	166,800
SEP	65,900	88,600	123,995	132,383	90,078	92,900	121,700	123,400	161,500	174,500
OCT	81,400	111,100	133,247	156,727	122,717	135,400	145,700	164,900	213,200	204,300
NOV	110,900	136,700	153,865	169,024	165,194	155,900	165,900	180,100	200,600	195,000[2]
DEC	138,600	150,000	136,481	196,497	226,100	178,600	208,800	201,500	275,300	210,000[2]
	1,135,200	**1,301,400**	**1,637,769**	**1,809,985**	**1,879,108**	**1,837,000**	**2,043,200**	**2,102,900**	**2,269,400**	**2,588,000**

[1] Includes all government registrations [2] November & December estimated

Take the FSP Challenge. Don't take our word for it. Enroll just ten of your Ford vehicles in Ford FSP. Then compare the costs with the rest of your fleet. The results will impress you.

All at your fingertips. To find out more about how Ford FSP can help make your job easier, just call 1-800-367-3221. Your costs shouldn't have to be all over the board, just because your fleet is.

FORD
MERCURY
LINCOLN
QUALITY CARE

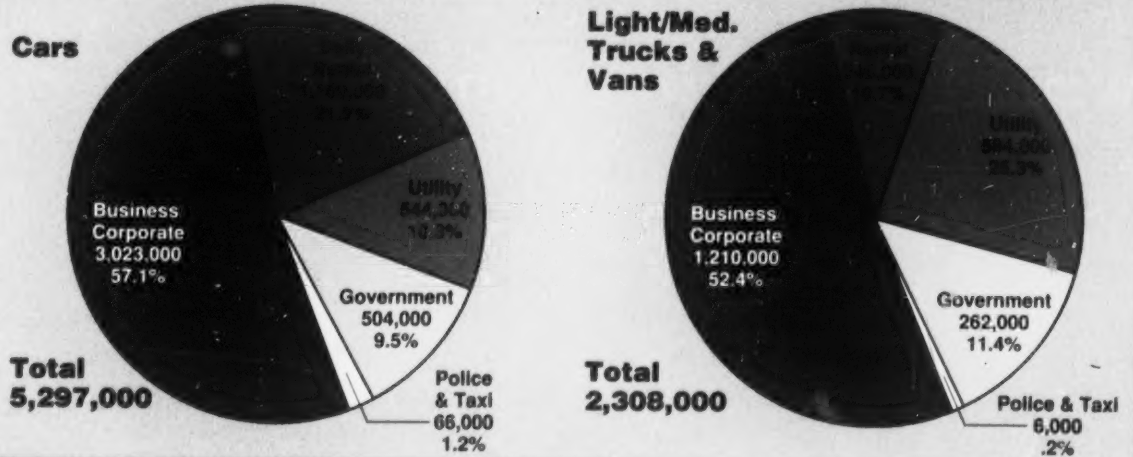
how much ground your team has to cover.

U.S. Cars in Fleets by Type of Business
(Owned and Leased)

TYPE OF FLEET	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991
	CARS (In Thousands)									
Business Fleets—25 or more										
Salesman Owned	340	340	344	348	420	410	425	518	509	446
Company Owned	228	224	232	226	260	252	235	236	219	178
Leased by Companies (By Types of Lease)										
Finance & Management	1,525	1,553	1,545	1,630	1,600	1,632	1,893	1,856	1,849	1,763
Partial/Full Maintenance	319	315	313	352	305	313	161	140	155	147
Net/Fixed	136	134	156	168	145	148	146	158	157	94
Total Company Leased	1,980	2,002	2,014	2,150	2,050	2,093	2,200	2,154	2,161	2,004
Business Fleets—10-24 cars										
Owned	450	448	452	452	480	475	481	526	535	455
Leased	288	293	297	308	320	334	348	353	399	386
Individually Leased	1,645	1,653	1,657	1,800	1,975	2,098	2,160	2,140	2,020	2,008
Other Fleets										
Government	500	500	528	528	535	538	543	543	538	504
Utilities	530	533	540	540	545	550	553	553	551	544
Police	223	221	228	233	238	240	242	244	249	250
Taxi	141	139	140	140	143	144	144	144	141	141
Daily Rental	457	466	755	760	790	800	870	907	990	1,160
Driver School	18	—*								
Total Other Fleets	1,869	1,859	2,191	2,201	2,251	2,272	2,352	2,391	2,469	2,599
NOTE: Number of Cars in Fleets of 4 or More	10,076	10,400	10,475	10,508	10,560	10,578	10,597	10,592	10,607	10,514

**Combined with business fleets*
Source: Automotive Fleet Research Department

Composition of Automotive Fleet/Leasing Market
(Vehicles Controlled/Operated by AF Readership)



Passenger Car Fleet Registrations

1985 - 1991 Model Years

	1985	1986	1987	1988	1989	1990	1991
American Motors	31,742 2.0%	13,716 1.0%	4,281 1.0%	—	—	—	—
American Isuzu	N/A	N/A	N/A	5,387 1.0%	4,237 1.0%	20 <1.0%	42 <1.0%
Buick	155,342 9.0%	122,127 5.0%	95,170 5.0%	103,389 5.0%	109,299 5.0%	103,160 5.5%	173,748 7.2%
Cadillac	41,946 2.0%	39,540 2.0%	49,565 3.0%	55,828 2.0%	58,179 3.0%	77,503 4.0%	95,979 3.9%
Chevrolet	323,540 19.0%	348,727 20.0%	355,359 21.0%	357,166 20.0%	344,291 17.0%	377,471 20.0%	482,380 19.9%
Chrysler	47,209 3.0%	61,035 4.0%	40,135 3.0%	57,848 3.0%	48,549 2.0%	54,176 3.0%	45,324 1.9%
Dodge	93,975 5.0%	103,000 5.0%	94,145 5.0%	115,368 6.0%	147,427 7.0%	120,731 6.5%	166,039 6.8%
Eagle	N/A	N/A	N/A	1,145 1.0%	7,245 1.0%	4,660 <1.0%	4,418 <1.0%
Ford	337,202 19.0%	265,712 16.0%	330,134 20.0%	389,691 21.0%	398,940 20.0%	382,204 20.0%	483,301 19.9%
Honda	N/A	N/A	N/A	N/A	N/A	N/A	74,417 3.0%
Lincoln-Mercury	148,121 8.0%	135,182 8.0%	163,274 10.0%	164,527 9.0%	176,091 9.0%	159,014 8.5%	159,704 6.6%
Mazda	N/A	N/A	N/A	N/A	16,991 1.0%	16,863 1.0%	33,017 1.4%
Mitsubishi	N/A	3,447 1.0%	6,403 1.0%	2,617 1.0%	14,985 1.0%	31,855 2.0%	24,989 1.0%
Nissan	81,599 5.0%	80,141 5.0%	62,719 4.0%	69,289 4.0%	74,123 4.0%	66,811 3.5%	66,151 2.7%
Oldsmobile	189,137 10.0%	193,510 12.0%	137,842 8.0%	129,481 8.0%	126,179 6.0%	120,243 6.5%	153,637 6.3%
Plymouth	80,736 5.0%	92,777 5.0%	79,373 4.0%	88,962 4.0%	75,402 4.0%	62,242 3.5%	72,574 3.0%
Pontiac	134,508 8.0%	163,973 10.0%	152,001 8.0%	155,550 8.0%	174,286 9.0%	183,802 9.5%	226,771 9.3%
Saturn	N/A	N/A	N/A	N/A	N/A	N/A	1,560 <1.0%
Subaru	6,035 1.0%	10,505 1.0%	9,087 1.0%	18,588 1.0%	38,432 2.0%	13,757 <1.0%	21,094 <1.0%
Toyota	69,540 4.0%	104,409 5.0%	99,466 6.0%	104,424 5.0%	113,946 6.0%	117,765 6.0%	127,960 5.3%
VW	N/A	N/A	N/A	N/A	7,724 1.0%	8,417 <1.0%	7,294 <1.0%
Volvo	N/A	N/A	N/A	2,032 1.0%	4,411 1.0%	4,450 <1.0%	4,815* <1.0%
INDUSTRY TOTAL	1,740,632	1,737,801	1,678,954	1,821,292	1,940,737	1,905,144	2,425,214
PERCENTAGE TOTAL	100%	100%	100%	100%	100%	100%	100%

Basic registration data is furnished by each manufacturer, using differing bases. Acura, American Suzuki, Daihatsu, Hyundai, Infiniti and Lexus fleet figures were not available for 1991-model year. * AF Estimate

1991-Model Year Registrations Fleet vs. Retail

MODEL	Retail Totals	Fleet Totals	% Fleet vs. Retail
SUBCOMPACT			
Cabriolet	5,848	504	8.6%
Capri	26,205	5,823	22.2%
Cavalier	287,284	93,178	32.0%
Colt	33,898	889	2.6%
Corolla	155,473	43,472	28.0%
Corrado	5,091	635	12.4%
Eclipse	49,278	1,547	3.1%
Escort	270,283	64,341	23.8%
Festiva	37,605	1,285	3.4%
Fox	14,566	232	1.5%
Geo Metro	94,979	31,602	33.0%
Geo Prizm	101,781	57,348	56.0%
Geo Storm	78,123	5,274	7.0%
Horizon	688	84	12.2%
Impulse	3,059	14	0.5%
Justy	8,494	390	4.6%
Laser	30,905	1,943	6.2%
LeMans	34,148	21,747	64.0%
Loyale	29,231	1,126	3.9%
Mirage/2-door	10,070	3,989	39.6%
MR2	9,239	1,634	17.7%
Mustang	91,198	30,093	33.0%
MX-3	4	0	—
NX	5,281	482	1.0%
Omni	725	126	17.3%
Paseo	10,230	1,107	10.8%
Sentra	147,833	15,785	10.7%
Skyhawk	40	1	3.0%
Skylark	72,945	25,542	35.0%
Stylus	10,242	28	0.3%
Summit	15,134	801	5.3%
Sunbird	107,059	52,392	49.0%
Talon	30,476	2,610	8.5%
Tercel	83,629	14,067	16.8%
Tracer	57,559	15,342	26.6%
Vista	7,703	353	4.6%
323	19,527	5,037	25.8%
Total Subcompact	**1,945,833**	**500,823**	**25.7%**
COMPACT			
Acclaim	109,494	58,430	53.3%
Achieva/Calais	71,336	26,438	37.0%
Beretta	62,637	14,076	22.0%
Camaro	52,509	4,231	8.0%
Camry	220,975	44,617	20.2%
Celica	60,364	7,090	11.7%
Corsica	168,065	118,621	71.0%
Daytona	19,657	888	4.5%
Firebird	24,631	2,098	9.0%
Golf/GTI	14,448	726	5.0%
Grand Am	155,002	61,510	40.0%
Jetta	41,358	3,116	7.5%
Legacy	48,333	19,502	40.4%
Miata	33,708	2,220	6.6%
Mirage/4-door	27,887	10,443	37.4%
Probe	77,648	31,933	41.1%
Protege	51,442	6,612	12.9%
Shadow/Shadow Conv.	78,207	24,307	31.0%
Spirit	88,948	46,850	52.6%
Stanza	74,995	12,817	17.1%
Sundance	57,025	11,577	20.3%
Tempo	196,763	113,209	57.5%
Topaz	53,024	14,131	26.6%
XT/SVX	1,184	76	6.4%
240SX	41,207	7,513	18.2%
Total Compact	**1,830,847**	**643,031**	**35.1%**
INTERMEDIATE			
Bonneville	65,335	21,969	34.0%
Celebrity	2,758	231	8.0%
Century	124,382	58,139	47.0%
Cougar	54,972	14,830	26.9%
Cutlass Ciera	131,250	52,230	40.0%
Cutlass Supreme	101,525	39,087	38.0%
Dynasty	117,715	87,771	74.5%
Galant	38,742	9,010	23.3%
Grand Prix	104,913	45,111	43.0%
LeBaron Sedan	19,652	3,155	16.0%
Lumina	211,893	97,791	46.0%
Maxima	101,870	25,721	25.2%
Monte Carlo	58	5	9.0%
Pontiac 6000	34,778	21,943	63.0%
Regal	109,419	36,701	34.0%
Sable	85,654	26,142	30.5%
Saturn[1]	47,141	1,560	3.0%
Taurus	310,305	163,525	52.7%
Thunderbird	86,079	34,734	40.4%
Volvo[1]	N/A	4,815[2]	—
626/MX-6	95,044	10,346	10.9%
Total Intermediate	**1,843,485**	**754,816**	**40.9%**
STANDARD			
Caprice	116,016	56,740	49.0%
Crown Victoria	86,562	44,178	51.0%
Custom Cruiser SW	5,798	755	13.0%
Delta 88	75,608	18,720	25.0%
Grand Marquis	92,035	22,359	24.2%
LeBaron Coupe/ Convertible	41,440	15,902	38.3%
LeSabre	103,549	17,364	17.0%
Maserati TC	1,459	119	8.1%
Monaco	11,521	4,163	36.1%
N.Y. Fifth Avenue	40,684	16,201	39.8%

1991-Model Year Registrations Fleet vs. Retail

MODEL	Retail Totals	Fleet Totals	% Fleet vs. Retail
N.Y. Landau/Salon	18,103	4,291	23.7%
Premier	12,133	1,007	8.3%
Roadmaster	24,782	1,791	7.0%
Safari Station Wagon	6	1	17.0%
VW Passat Sedan/ Wagon	17,013	2,081	12.2%
Total Standard	**646,700**	**205,672**	**31.8%**
LUXURY			
Allante	3,339	663	20.0%
Brougham/Chassis	25,044	4,234	17.0%
Continental/Mark VII/ Town Car	167,409	61,077	36.5%
Corvette	17,174	3,288	19.0%
Cressida	10,311	1,189	11.5%
DeVille/Fleetwood	149,285	69,963	47.0%
Diamante	15,595	219	1.4%
Eldorado	16,525	5,274	32.0%
Imperial	12,793	5,656	44.2%
Park Ave.	89,724	31,032	35.0%
Reatta	3,798	759	20.0%
Riviera	14,653	2,419	17.0%
RX-7	7,693	736	9.6%
Seville	26,615	15,845	60.0%
Stealth	16,172	1,232	7.6%
Supra	3,545	513	14.5%
Toronado	9,449	1,864	20.0%
98	54,217	14,543	27.0%
300Z	16,455	3,833	23.3%
929	14,552	2,348	16.1%
Total Luxury	**674,348**	**226,687**	**33.6%**
TRUCKS			
MANUFACTURER/ MODEL			
CLASS 1-3			
Chev/GMC			
S-10/S-15	256,776	18,699	7.0%
S10 Special	16,724	16,682	99.7%
C/K1500	394,528	31,181	8.0%
C/K2500	84,320	19,200	23.0%
C/K3500	28,305	9,095	32.0%
R/V Pickups	83,181	15,829	19.0%
COE-W4S/W4T	1,846	554	30.0%
F'wd-P30/P35	20,698	6,635	32.0%
Ford Ranger	248,016	21,655	8.7%
Ford F-Series	393,754	64,603	16.4%
Isuzu Pickup	35,911	4,325	13.7%
Mazda Trucks	61,469	3,403	5.5%

MANUF./ MODEL	Retail Totals	Fleet Totals	% Fleet vs. Retail
Mitsubishi Truck 2 WD	16,835	78	0.4%
Nissan Pickups	165,009	9,273	5.6%
Toyota 4x2	86,140	5,506	6.4%
Toyota 4x4	69,070	3,782	5.5%
Total Class 1-3	**1,962,582**	**230,500**	**11.7%**
CLASS 4-5			
Chev/GMC CSD	6	0	—
Chev/GMC COE-W5R	464	165	36.0%
Chev/GMC F'wd-P4T	162	162	100.0%
Total Class 4-5	**632**	**327**	**51.7%**
SPORT/UTILITY			
Chev/GMC Blazer/ Jimmy	139,376	23,382	17.0%
Chev/GMC Tracker	33,413	2,313	7.0%
Ford Bronco	27,824	4,733	17.0%
Ford Explorer	242,786	36,532	15.0%
Isuzu Amigo	7,829	87	1.1%
Isuzu Rodeo	24,612	341	1.4%
Isuzu Trooper	26,776	416	1.6%
Mazda Navajo	10,409	818	7.9%
Mitsubishi Montero	10,339	2,339	22.6%
Nissan Pathfinder	37,801	6,763	17.9%
Toyota 4-Runner	38,665	6,231	16.1%
Toyota Landcruiser	6,608	952	14.4%
Total Sport/Utility	**606,438**	**84,907**	**14.0%**
VANS			
Chev/Pontiac/Olds/GMC			
Lumina APV	49,865	15,183	30.0%
Astro/Safari	141,287	38,994	28.0%
G-Series Vans	120,656	27,989	23.0%
Pontiac Transport	22,979	3,605	16.0%
Olds Bravado	6,916	1,319	19.0%
Olds Silhouette	21,242	5,244	25.0%
Ford Aerostar	155,952	57,312	36.7%
Ford Econoline	131,082	48,441	36.9%
Mazda MPV	51,067	5,718	11.2%
Toyota Previa	42,934	7,088	16.5%
VW Vanagon	3,413	207	6.0%
Total Vans	**747,393**	**211,100**	**28.2%**
Total Domestic	**7,597,015**	**2,406,662**	**31.7%**
Total Import[4]	**2,661,252**	**451,201**	**16.9%**
Other Imports	(not reported on chart)	**190,063**	—
Total Industry	**10,258,267**	**2,857,863**[3]	**27.8%**

Note: Import share of fleet is 15.8%. Domestic share of fleet is 84.2%.

[1] Includes all models. [2] AF Estimate. [3] Does not include "Other Imports" total.
[4] Includes transplants.

LEASING & RENTAL: Past Growth & Projections

Units In Operation

LEASED SEGMENT	**1975** Units (000)	**1975** $ Rev. (Millions)	**1980** Units (000)	**1980** $ Rev. (Millions)	**1985** Units (000)	**1985** $ Rev. (Millions)	**1990** Units (000)	**1990** $ Rev. (Millions)	**1995 (est.)** Units (000)	**1995 (est.)** $ Rev. (Millions)
Business Fleets +25	1,666		1,968		2,150		2,161		2,250	
Business Fleets 10-24	174		266		308		399		448	
Other Fleets	46		93		186		377		455	
Retail or Individual	1,072		1,708		1,800		2,020		2,315	
Total Cars Fleet Leased	**2,958**	**$9,100**	**4,035**	**$18,900**	**4,444**	**$28,660**	**4,957**	**$34,150**	**5,468**	**$38,500**
Truck Leasing	735	$ 4,200	800	$ 7,300	878	$10,000	1,055	$15,190	1,190	$17,500
Total Vehicle Leasing	**3,693**	**$13,300**	**4,835**	**$26,200**	**5,322**	**$38,660**	**6,012**	**$49,340**	**6,658**	**$56,000**
RENTAL SEGMENT										
Car Rental	355	$ 1,400	500	$ 2,800	760	$ 4,600	1,008	$ 7,900	1,300	$ 15,000
Truck Rental (all G.V.W.s)	160	$ 1,000	175	$ 2,300	200	$ 3,400	263	$ 4,100	375	$ 6,200
Total Vehicle Rental	**515**	**$2,400**	**675**	**$ 5,100**	**960**	**$ 8,000**	**1,271**	**$12,000**	**1,675**	**$21,200**

Source: *Automotive Fleet* Research Dept.

— Copyrighted 1992

For the Best in Auto Glass Replacement, Look to Globe Amerada's Glass Network, the 19 Year Leader in Nationwide Auto Replacement.

- *Over 2500 participating independent glass vendors across the United States.*
- *Nationwide windshield repair program.*
- *Three way conference call ability. By a three-way conference call, your insured speaks directly to the glass shop and a Globe Amerada Glass Network service specialist to set up an installation appointment.*
- *Toll Free Service 1-800-826-8682 from anywhere in the country.*
- *Free Mobile Service or In-House service.*
- *Warranty for water leakage on all glass replacements.*
- *EDI Partnerships.*
- *Qualified staffing.*
- *Convenient hours are: Monday-Friday 6:30 am-8:00 pm*
  Saturdays 7:00 am-4:00 pm (Central Time)

GLOBE AMERADA GLASS CO.
Globe Amerada's Glass Network

For Further Information Contact:
Michael Kellman, V.P. National Accounts
2001 Greenleaf Avenue, Elk Grove Village, IL 60007
708-364-2900 or 1-800-826-8682
FAX: 708-364-0953

Globe Amerada's Glass Network

"A WORLD OF SERVICE®"
"ONE CALL DOES IT ALL®"

1-800-826-8682

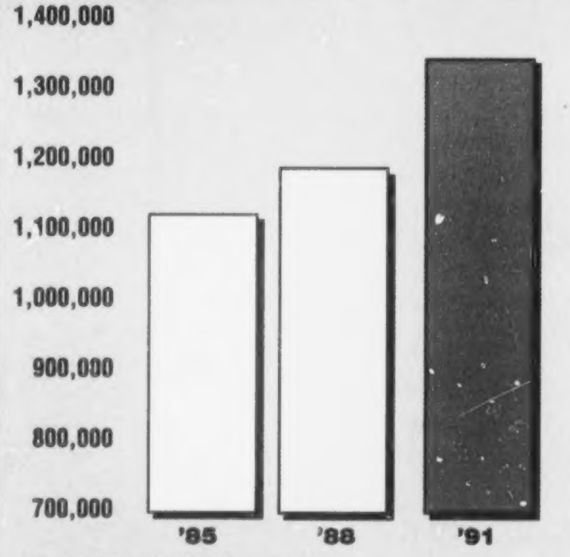
Circle 115 on Inquiry Card

Tracking the Top 10 Fleet Lessors
Total—U.S. Vehicles/Year

Lessor	**1984**	**1985**	**1986**	**1987**	**1988**	**1989**	**1990**	**1991**
GE Capital Fleet Services	—	—	—	420,000[1]	400,000	375,000	348,000	383,000
(Gelco)[2]	(267,000)	(268,000)	(270,000)	—	—	—	—	—
(D&K)[2]	(80,000)	(84,000)	(100,000)	—	—	—	—	—
(McCullagh)[3]	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(75,000)	(75,000)	(90,000)
(LMV)[7]	(13,000)	(24,000)	(33,000)	(38,000)	(45,300)	(47,000)	(51,000)	(35,000)
PHH	200,000	225,000	275,000	290,000	313,000	326,500	325,000	325,000
(Avis)[4]	(44,500)	(48,000)	—	—	—	—	—	—
Wheels	80,000	90,000	100,000	100,000	105,000	105,000	125,000	133,269
ARI	65,000	65,000	70,000	75,000	75,000	148,500	148,500	130,000
(Lend Lease)[5]	50,000	60,000	58,000	85,000	91,000	—	—	—
U.S. Fleet Leasing	50,000	50,000	50,000	68,000	75,000	85,000	85,000	98,000
(Hertz)[6]	(50,000)	(50,000)	—	—	—	—	—	—
Bankers Leasing	35,006	37,609	42,011	47,364	52,732	57,927	65,132	75,000
Associates	22,000	24,000	27,000	41,600	45,800	53,000	67,000	70,000
Lease Plan Intl.	—	—	—	—	—	—	30,000*	43,700
Donlen Corporation	25,000	25,000	30,000	30,000	30,000	33,000	35,000	41,000
AT&T	—	—	—	—	—	21,000	22,000	34,080
Top 10 Total	**1,048,506**	**1,106,609**	**1,102,011**	**1,156,964**	**1,187,532**	**1,204,927**	**1,250,623**	**1,333,049**

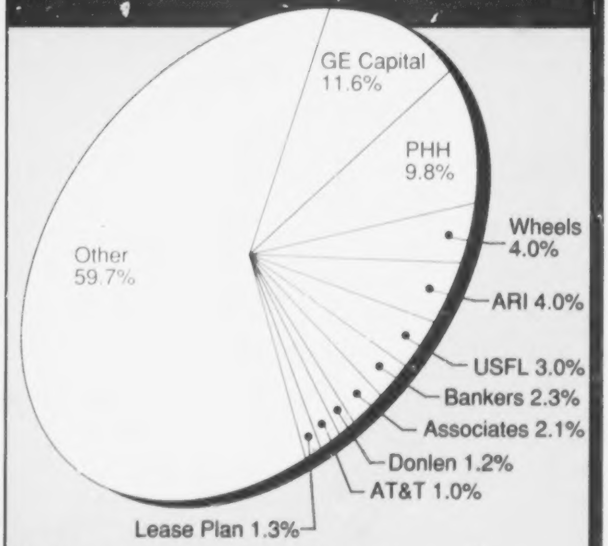
[1] GE Capital Fleet Services fleet total also includes Kerr Leasing, which was acquired in 1984.
[2] Purchased by GE Capital in 1987 [3] Purchased by GE Capital in 1990 [4] Purchased by PHH in 1986
[5] Lend Lease Purchased by Holman Enterprises (ARI) in 1989 [6] Purchased by USFL in 1986 [7] Purchased by GE Capital in 1991
*AF Estimate

The "Big" Get "Bigger"
Number of Vehicles Among Top 10 Lessors



Sources: *Automotive Fleet* Research Dept.

Top 10 Share of U.S. Market



Note: This chart includes leased cars & trucks in the commercial fleet market only.

Sources: *Automotive Fleet* Research Dept.

Leading Fleet Vehicle Lessors by U.S. Portfolio Size

(Includes lessor fleet managed units. Does not include rentals.)

Rank	Fleet Lessors	Number U.S. Cars	Number U.S. Trucks	Total U.S. Vehicles
1.	GE Capital	218,000	165,000	383,000
	McCullagh	54,000	36,000	90,000[1]
2.	PHH FleetAmerica	205,000	120,000	325,000
3.	Wheels	95,776	37,493	133,269
4.	ARI	76,000	54,000	130,000
5.	U.S. Fleet Leasing	68,000	30,000	98,000
6.	Bankers Leasing	17,200	57,800	75,000
7.	Associates	40,000	30,000	70,000
8.	Lease Plan International	28,500	15,200	43,700
9.	Donlen	31,000	10,000	41,000
10.	AT&T	20,080	14,000	34,080
11.	World Omni	21,350	8,550	29,900
12.	Enterprise	23,000	6,000	29,000
13.	Mike Albert	17,400	2,420	19,820
14.	NationsBanc	14,000	4,800	18,800
15.	Emkay	14,400	3,900	18,300
16.	AMI Leasing	7,000	6,000	13,000
17.	Leasing Associates	9,000	3,500	12,500
18.	B&M Equipment	4,838	4,287	9,125
19.	Trans-National Leasing	4,000	4,200	8,200
20.	American Leasing Corp.	3,100	2,200	5,300
	Totals	**917,644**	**579,350**	**1,496,994**

(Data supplied by individual lessors except where indicated.)

Leading Fleet Vehicle Lessors by International Portfolio Size

(Includes lessor fleet managed units.)

Rank	Fleet Lessors	Total International[2]
1.	Lease Plan International	188,000
2.	PHH Corporation	140,000
3.	GE Capital	27,000
4.	U.S. Fleet Leasing	22,000
5.	ARI	8,500
6.	Associates	1,000
7.	Wheels	253
8.	Emkay	125
	Total	**386,878**

[1] Included in GE Capital Fleet Sales Totals [2] Including Canada, but not U.S.

← *Circle 118 on Inquiry Card*

1991 U.S. Daily Car Rental Market Profile

Rank	Company	Number U.S. Locations	Number U.S. Vehicles*	Market Share Percentage	Estimated '91 Revenue (Millions)
On-Airport/NearAirport/Local Market Segment					
1.	Hertz	1,500	220,000	22.7%	$2,600
2.	Budget	1,384	125,000	12.9%	1,880
3.	Avis	1,400	125,000	12.9%	1,200
4.	National	1,000	120,000	12.4%	910
5.	Alamo	100	115,000	11.8%	740
6.	Dollar	526	56,000	5.8%	400
7.	Thrifty	433	31,000	3.2%	371
8.	Value	39	18,000	1.8%	100
9.	American Intl.	70	17,000	1.7%	185
10.	General	66	16,000	1.6%	195
11.	Other	4,000	128,000	13.2%	1,650
		10,518	971,000	100.0%	$10,231
Local/Replacement Market Segment					
1.	Enterprise	1300	110,000	65.0%	$600
2.	Agency	710	36,000	21.0%	268
3.	Snappy	200	12,000	7.0%	90
4.	Action	175	11,000	7.0%	86
		2,385	169,000	100.0%	$1,044
U.S. Industry Totals		12,903	1,140,000	—	$11,275
Manufacturer/Dealer Rental		7,500	20,000	—	$195
Total Car Rental Market		20,403	1,160,000	100.0%	$11,470

1991 Rental Car New Registrations		
7 Major Rental Firms**	Program	1,150,000
	At Risk	121,000
	Total Majors	1,271,000
All Other RAC Firms		209,000
Total Industry New Registrations		**1,480,000**

*Passenger cars, including licensees **Includes Hertz, Avis, Budget, National, Alamo, Enterprise, Pentastar (Dollar, Snappy, Thrifty), and General

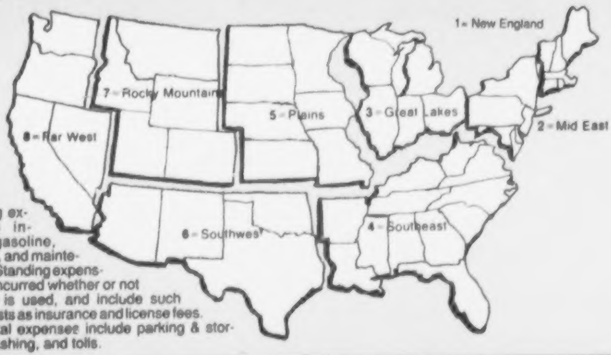
Size and Model Cars Purchased By Major Leasing Companies 1991 vs. 1990

Company	Year	Luxury	Standard	Intermediate	Compact	Subcompact	Imports
ARI	1991	4.2	13.2	64.3	9.0	6.1	3.2
	1990	4.0	14.0	65.0	8.0	7.0	2.0
ASSOCIATES	1991	3.4	10.2	58.6	20.7	3.3	3.8
	1990	5.0	13.1	61.7	16.2	1.1	2.9
AT&T	1991	11.8	6.8	73.4	6.7	1.3	0.0
	1990	7.2	6.1	73.7	8.0	5.0	0.0
DONLEN	1991	3.6	14.0	61.5	17.8	1.0	2.1
	1990	3.4	12.3	72.0	6.4	2.9	3.0
ENTERPRISE	1991	7.6	16.3	50.8	10.8	2.9	11.6
	1990	7.3	17.5	51.4	9.7	2.8	11.3
GE CAPITAL FLEET SERVICES	1991	2.6	7.7	69.6	10.4	6.3	3.5
	1990	1.1	9.7	76.3	6.0	3.1	3.8
LEASE PLAN INTL.	1991	1.9	7.1	68.8	16.2	3.8	2.2
	1990	2.1	6.7	66.3	17.4	4.7	2.8
McCULLAGH	1991	5.4	16.0	57.3	11.9	4.2	5.2
	1990	2.0	34.0	47.0	14.0	2.0	1.0
PHH FLEET AMERICA	1991	1.8	9.1	64.5	18.3	2.2	4.0
	1990	1.7	4.9	68.1	20.8	2.3	2.2
U.S. FLEET LEASING	1991	3.5	15.0	63.5	14.0	1.0	3.0
	1990	5.2	11.9	65.8	8.4	4.2	4.5
WHEELS	1991	1.8	7.8	73.9	10.0	4.3	2.2
	1990	1.4	9.3	74.9	6.0	6.0	2.4
WORLD OMNI	1991	2.1	7.8	33.9	20.1	12.3	23.8
	1990	1.3	11.7	9.1	35.9	4.8	37.2

Luxury	Standard	Intermediate	Compact	Subcompact	Imports
Park Ave. Riviera Continental Mark VII Town Car Olds 98 Toronado/Trofeo Corvette DeVille Eldorado Seville Fleetwood	LeSabre Caprice Crown Victoria Grand Marquis Delta 88 Fifth Avenue Bonneville	Regal Century Celebrity LeBaron Thunderbird Cougar Cutlass Supreme Cutlass Ciera Grand Prix New Yorker Taurus Premier Dynasty Lumina Salon Sable	Skylark Spirit Acclaim Daytona Topaz Calais Tempo Grand Am Firebird Shadow Sundance Beretta Corsica	Cavalier Colt Escort Mustang Sunbird Tracer	All Models

1991 Fleet Car Operation Costs by Region

1 New England   2 Mideast   3 Great Lakes   4 Southeast   5 Plains   6 Southwest   7 Rocky Mountains   8 Far West



Running expenses include gasoline, oil, tires, and maintenance. Standing expenses are incurred whether or not the car is used, and include such fixed costs as insurance and license fees. Incidental expenses include parking & storage, washing, and tolls.

Regional Code	Running Expenses cents/mile	Standing Expenses $ per month	Incidental Expenses $ per month
1	7.57	385.38	49.78
2	8.02	351.15	61.88
3	7.26	355.44	37.66
4	7.27	360.20	22.15
5	6.86	373.30	26.38
6	7.52	358.22	29.67
7	7.91	386.62	24.08
8	7.70	356.23	37.20
USA	7.51	359.18	37.65

Source: PHH FleetAmerica

Operating Costs for Intermediate/Compact Cars (July 1990-June 1991)

	< 24,000 Miles		24-48,000 Miles		> 48,000 Miles	
	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH
Fuel	4.95¢	$101.27	5.01¢	$102.50	5.00¢	$102.30
Oil	.20¢	$4.09	.22¢	$4.50	.22¢	$4.50
Tires	.15¢	$3.06	.37¢	$7.57	.53¢	$10.84
Maintenance/Repair	.53¢	$10.84	1.36¢	$27.82	1.72¢	$35.19
Warranty Recovery	(.01¢)	($0.20)	(.02¢)	($0.40)	(.02¢)	($0.40)
Total Operating Costs	**5.82¢**	**$119.06**	**6.94¢**	**$141.99**	**7.45¢**	**$152.43**

Operating Costs for Light-Duty Trucks (July 1990-June 1991)

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH
Fuel	6.64¢	$135.85	6.68¢	$136.67	6.68¢	$136.67
Oil	.23¢	$4.70	.24¢	$4.91	.25¢	$5.11
Tires	.26¢	$5.31	.65¢	$13.29	.92¢	$18.82
Maintenance/Repair	.65¢	$13.29	1.77¢	$36.21	2.50¢	$51.15
Warranty Recovery	(.01¢)	($0.20)	(.01¢)	($0.20)	(0.00¢)	($0.00)
Total Operating Costs	**7.77¢**	**$158.95**	**9.33¢**	**$190.88**	**10.35¢**	**$211.75**

Average Monthly Depreciation Expense for Intermediate/Compact Cars: 1991 vs. 1990

YEAR	AVERAGE MONTHLY MILES	AVERAGE SERVICE LIFE	AVERAGE ORIGINAL COST	MONTHLY DEPRECIATION COST IN CENTS PER MILE	DEPRECIATION DOLLARS PER MONTH
1991(1)	2,046	28.9	$12,538	12.9¢	$275.19
1990(2)	2,044	28.7	$12,282	12.1¢	$251.73

(1) July 1990-June 1991   (2) July 1989-June 1990

Average Monthly Depreciation Expense for Light-Duty Trucks: 1991 vs. 1990

YEAR	AVERAGE MONTHLY MILES	AVERAGE SERVICE LIFE	AVERAGE ORIGINAL COST	MONTHLY DEPRECIATION COST IN CENTS PER MILE	DEPRECIATION DOLLARS PER MONTH
1991(1)	2,046	38.4	$13,455	12.5¢	$264.81
1990(2)	2,017	36.4	$12,575	10.5¢	$216.81

(1) July 1990-June 1991 (2) July 1989-June 1990

NAFA Fleet Personal-Use Data (U.S.A.)

(1) How Employees Are Charged for the Personal Use of a Fleet Vehicle

1 = Per mile charge. 2 = Flat weekly charge.
3 = Flat monthly charge. 4 = Combination per mile/flat charge.
5 = Graduated scale. 6 = Other.

	1	2	3	4	5	6
Corporate	46%	7%	32%	14%	#	#
Government	67%	33%	0%	0%	#	#
Public Utilities	58%	17%	0%	25%	#	#

# Less than 0.5% of respondents

Average Amount Employees Are Charged Per Mile for the Personal Use of a Fleet Vehicle

	1986	1987	1988	1989	1990
Industry Average	16.7¢	17.5¢	16.8¢	18.6¢	21.0¢

(2) Reimbursement For Use of Personal Car–Mileage Only (Assigned Fleet Car Not In Service) For U.S. Commercial Fleets

	1988	1989	1990	1991	1992
Industry Average	22.4¢	24.3¢	26.0¢	27.5¢	28.0¢

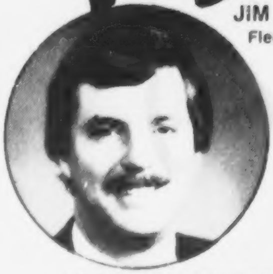
Chicago Is Our Home. . .

But We Serve You From Coast To Coast. . .

Your Combined Source For

Chevrolet BUICK Ford MERCURY LINCOLN

- Drop Shipment
- Used Car Disposal
- Direct Phone Lines
- Locator Service
- Centralized Office and Billing System
- Regimented Paperwork and Sight Draft System



JIM CONNER,
Fleet Manager

REPRESENTING

JIM LINK CHEVROLET
322 W. BURLINGTON
LA GRANGE, IL 60525

JACK RUTLEDGE BUICK
6750 W. 95TH STREET
OAK LAWN, IL 60453

VILLAGE FORD
100 OLD CHICAGO PLAZA
BOLINGBROOK, IL 60440

VAN DAHM LINCOLN/MERCURY, INC.
10201 S. CICERO AVE
OAK LAWN, IL 60453

(708) 357-5557
(708) 357-5567 (FAX)

NAFA AFFILIATE

Member Automotive Fleet & Leasing Assn

Circle 121 on inquiry Card

FLEET LESSORS

Mike Albert Leasing, Inc.

10340 Evendale Drive
Cincinnati, OH 45241-2564
(513) 563-1400
FAX: (513) 563-9316

Date Established		**1959**
	Cars	**Trucks**
U.S.	**17,400**	**2,420**

BETAGOLE (Robert)

J. BETAGOLE

MILLER

Officials

Robert Betagole
President

John Betagole
Vice President
National Fleet Sales

Donald N. Miller
Vice President

Richard Betagole
Vice President
Operations

Stuart Lowitz
Vice President
Resale Vehicles

W. Patrick Stull
Vice President
Finance

Rich Graudon
Director of
Fleet Services

Glenn Fardy
Midwest Regional
Manager

Jim Fitzgerald
Northeast Regional
Manager

Steve Johnson
Western Regional
Manager

Mike Hardesty
Southeast Regional
Manager

Rick Neltner
Cincinnati Regional
Manager

Tim Zeuch
Director of Consumer
Lease/Small Fleet

American Leasing Corp.

20 N. Park St.
East Orange, NJ 07017
(201) 674-5670
FAX: (201) 676-5403

Date Established		**1943**
	Cars	**Trucks**
U.S.	**3,100**	**2,200**

M. LEWIS

A.S. LEWIS

MANNING

STUERMER

Officials

Milton H. Lewis
Chairman of the Board

Arthur Steven Lewis
Chief Executive Officer

Jack W. Manning
President

Martin Stuermer
Controller

A. Lewis
National Used
Car Manager

Betty Kelly
Purchasing

AMI Leasing

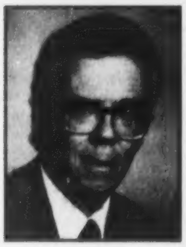
P.O. Box 986
46 W. Boylston St.
Worcester, MA 01613
(508) 852-5311
FAX: (508) 856-9354

Date Established		May 1952
	Cars	Trucks
U.S.	7,000	6,000

WOLPERT

ZAHN

MEYER



HUTCHINS

Officials

Eugene J. Ribakoff
Chairman

Arthur B. Wolpert
President

Ronald D. Zahn
Sr. Vice President

John S. Meyer
Sr. Vice President

Eliot M. Cohen
Vice President
Administrative Services

Alan P. Hidenfelter
Vice President
Finance

Thomas W. Hutchins
Vice President
Auto Division

W.H. Duke Irvine
Vice President

Robert J. Leach
Vice President
Vehicle Operations

Richard Bertrand
Regional Sales Manager
Truck Leasing Sales

Mark Patterson
General Sales Manager
Equipment Leasing Sales

BRANCH OFFICES

Gold Star Blvd. at Millbrook
Worcester, MA 01606
(508) 852-0361
FAX: (508) 856-9354
Gary Wilhelmsen
District Manager

775 Pleasant St.
Fall River, MA 02723
(508) 677-9211
Karen Dexter, Manager

210 Airport Road
Fitchburg, MA 01420
(508) 342-1616
FAX: (508) 345-7534
Tom Radivonyk, Manager

15 Grove St.
Franklin, MA 02038
(508) 520-4538
FAX: (508) 528-9463
Mike Medici, Manager

83 Progress Ave.
Springfield, MA 01104
(413) 737-7189
FAX: (413) 787-9945
Funzi DeMaio
District Manager

895 Elmwood Ave.
Providence, RI 02907
(401) 461-2283
FAX: (401) 467-5078
Bill Shaw
District Manager

407 Mystic Ave.
Medford, MA 02155
(617) 391-3220
FAX: (617) 396-8760
Bruce Canadine
District Manager

161 Marginal Way
Portland, ME 04101
(207) 761-9070
FAX: (207) 761-9214
Rick Yost, Manager

1242 Shawmut Ave.
New Bedford, MA 02746
(508) 999-5241
FAX: (508) 990-7059
Bill Shaw
District Manager

55 York Ave.
Randolph, MA 02368
(617) 963-5551
FAX: (617) 961-2910
Jerome Barahona, Manager

87 Doremus Ave.
Newark, NJ 07105
(201) 465-4444
FAX: (201) 465-4134
Terry Dubowick
District Manager

2101 Gary Road
Cinnaminson Industrial Ctr.
Cinnaminson, NJ 08077
(609) 786-2227
FAX: (609) 786-4469
Terry Patterson, Manager

650 S. Union St.
Lawrence, MA 01843
(508) 975-2550
FAX: (508) 687-0830
Bob Hodge, Manager

1912 Central Ave.
Albany, NY 12212
(518) 452-4966
FAX: (518) 452-4969
Bob Rapp, Manager

120 Neelytown Road
Montgomery, NY 12549
(914) 457-1142
FAX: (914) 457-1220
Terry Dubowick
District Manager

681 John Fitch Blvd.
S. Windsor, CT 06074
(203) 528-9428
Brian Washburn, Manager

West Road
Bennington, VT 05209
(802) 447-3841

778 Gold St.
Manchester, NH 03103
(603) 626-4333
FAX: (603) 626-4860

Glen Orne Drive
Brattleboro, VT 05301
(802) 257-4600

6 Claflin St.
S. Boston, MA 02210
(617) 542-2288

ARI (Automotive Rentals, Inc.)

9000 Midlantic Drive
Mt. Laurel, NJ 08054
(609) 778-1500
FAX: (609) 231-9106

Date Established	1948	
	Cars	Trucks
U.S.	76,000	54,000
Canada	6,000	2,500
Europe	0	0

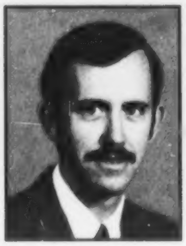
KOLB

LAPORTA

GETCHIS

BAITTINGER

WODACK


BIER

BRECKNOCK

Officials

John W. Kolb
Chairman of the Board

Michael F. Laporta
President

Randy Getchis
Senior Vice President
Sales and Marketing

Kenneth F. Baittinger
Senior Vice President
Client Relations

Howard J. Wodack
Senior Vice President
Operations

Jack R. Bier, Jr.
Senior Vice President
Finance

Stan Brecknock
Senior Vice President &
General Manager-
Canadian Operations

Stanley P. Sheaffer
Treasurer

Theodore W. Kosowski
Zone Manager-North

John M. Coyle
Zone Manager-South

Philip J. Procida
Zone Manager-West

Frank S. Grochal
Vice President
Used Vehicle Sales

Phil Fitzgerald
General Manager
ARI Plus

Robert B. Cargen
Vehicle Procurement Mgr.

Marc Marutani,
Louis Pastras
Truck Sales

Frank Cardile
Fleet Management Mgr.

REGIONAL OFFICES

Atlanta Office
120 Marietta Station
Ste. 310
Marietta, GA 30060
(404) 423-1178
FAX: (404) 423-1378

Joe Linden
Regional Manager

Baltimore Office
3700 Koppers St., Ste. 121
Baltimore, MD 21227
(301) 525-0220
FAX: (301) 368-6762

Ed Evans
Regional Manager

Boston Office
8-B Pleasant St.
South Natick, MA 01760
(508) 655-9040
FAX: (508) 650-4781

Bill Hoysgaard
Regional Manager

Chicago Office
1920 Highland Ave.
Ste. 320
Lombard, IL 60148
(708) 916-3600
FAX: (708) 916-7182

Gary Scanlon
Regional Manager

Dallas Office
Pavilion Office Park
1221 W. Campbell Road
Ste. 195
Richardson, TX 76080
(214) 235-8381
FAX: (214) 231-5450

John Wilson
Regional Manager

Kansas City Office
10880 Benson
Bldg. 23, Ste. 2335
Overland Park, KS 66210
(913) 491-6868
FAX: (913) 491-3116

Scott Harris,
Michael Ramsey
District Managers

Los Angeles Office
18201 Van Karmen St.
Ste. 960
Irvine, CA 92715
(714) 863-9192
FAX: (714) 863-1988

Vince Gordon
Regional Manager

Memphis Office
866 Ridgeway Loop Road
Ste. 218
Memphis, TN 38120
(901) 685-5483
FAX: (901) 685-7145

Jim Darracott
Regional Manager

Minneapolis Office
7900 W. 78th St., Ste. 380
Edina, MN 55435
(612) 829-1500
FAX: (612) 829-1543

Jerry Allen
Regional Manager

Montreal Office
8660 Darnley Road, Ste. 201
Montreal, Quebec H4T 1M4
(514) 342-5730
FAX: (514) 342-0102

Keith Grassie
Regional Manager

New York Office
1 Greenway Plaza

135 Pinelawn Road, Ste. 204N
Melville, NY 11747
(516) 756-7050
FAX: (516) 756-7053

John Sonta
Regional Manager

Philadelphia Office
9000 Midlantic Drive
Mt. Laurel, NJ 08054
(609) 778-1500
FAX: (609) 231-9106

Thomas Donato
Regional Manager

San Francisco Office
1875 S. Grant Road, Ste. 540
San Mateo, CA 94402
(415) 345-5916
FAX: (415) 345-6473

Joe Frantz
Regional Manager

San Juan, Puerto Rico Office
Ortegon #22, Ste. 209
Caparra Office Center
San Juan, PR 00968
(809) 783-8668
FAX: (809) 783-8682

Julian Rodriguez
Regional Manager

Toronto Office
191 The West Mall, Ste. 300
Etobicoke, Ontario M9C 5K8
(416) 620-7470
FAX: (416) 620-7502

Wayne Cleverdon
Regional Manager

FLEET BODY EQUIPMENT
200 N.W. Harlem Road
Kansas City, MO 64116
(816) 842-4066
FAX: (816) 842-5462

Russell Watson
General Manager

Associates Leasing, Inc.

P.O. Box 650363
Dallas, TX 75265
(214) 541-3008
FAX: (214) 541-3173

Date Established	1978	
	Cars	Trucks
U.S.	40,000	30,000
Canada	1,000	0
Europe	0	0

KINES

SIMON

PHELAN

Officials

John D. Kines
Exec. Vice President

AUTO LEASING DIVISION
2728 Coho St.
Madison, WI
Mail: P.O. Box 9428
Madison, WI 53703
(608) 271-8944
1-800-356-9122
FAX: (608) 276-1293

Officials

John W. Simon
President
Auto Lease Operations

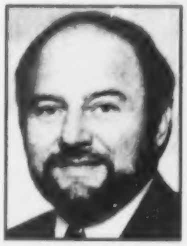
TRUCK LEASING DIVISION
P.O. Box 650363
Dallas, TX 75265
(214) 541-3171
FAX: (214) 541-3173

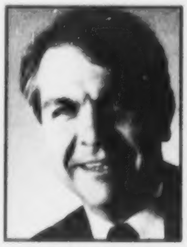
Officials

Michael J. Phelan
Sr. Vice President
Division Manager

AT&T Automotive Services, Inc.

44 Whippany Road
Morristown, NJ 07962
(201) 397-3000
FAX: (201) 397-4365


WAJNERT


VAN SICKLE

CHADWICK

Date Established	Sept. 1988	
	Cars	Trucks
U.S.	20,080	14,000

Officials

Thomas C. Wajnert
President & CEO
AT&T Capital Corporation

Charles D. Van Sickle
Group President
AT&T Capital Corporation

Sterling H. Chadwick
President
AT&T Automotive Services

Bankers Leasing & Financial Corporation

2655 Campus Drive, Suite 200
San Mateo, CA 94403
(415) 573-1200
FAX: (415) 573-5669

Date Established	1955	
	Cars	Trucks
U.S.	17,200	57,800

Officials

William R. Silver
President

Robert F. Cunningham
Senior Vice President

SILVER

B&M Equipment, Inc.

A Subsidiary of Beaudry Ford, Inc.
Member of Ford Authorized Leasing System

141 Piedmont Ave. N.E.
Atlanta, GA 30303
(404) 659-3673
FAX: (404) 659-1939

H. BORN

I. BORN

OLIVER

Date Established	1956	
	Cars	Trucks
U.S.	4,638	4,287

Officials

Harmon M. Born
President

J. Ivan Born
Secretary-Treasurer

Jack R. Oliver
General Sales Manager

ONE-CALL
215-254-9890
FOR LONG-TERM AUTO LEASING INSURANCE

- Lessors Excess Liability
- Primary Physical Damage
- Lessors Contingent Liability
- Primary Liability Coverages
- Residual Value Insurance
- Contingent Physical Damage • Interim Car Coverages

• $5 MILLION CSL LIMIT AVAILABLE

Be sure. Take advantage of our extensive experience with this difficult-to-place business. Designed specifically for the automobile leasing/rental industry, our program saves you time, cuts your costs, satisfies your customers. We do the work, you get the credit!

We invite your inquiry and your business. Write or call Ron Ruane.

PRI
PAIGE-RUANE, INC.
Suite 616 - The Woods
P.O. Box 6745
Wayne, PA 19087
(215) 254-9890
FAX # (215) 254-9893

Physical Damage by
Motors Insurance

Circle 139 on Inquiry Card

TOOL
STORAGE
SOLUTIONS
For
Pickups
&
Vans

NEW LOWER PRICES FOR 1992

P.O. Box 468 • Menomonie, WI 54751 • Phone/FAX: **715-235-4569**

Circle 140 on Inquiry Card

Donlen Corporation

500 Lake Cook Road
Deerfield, IL 60015
(708) 831-0400
FAX: (708) 831-0483

Date Established		**April 1965**
	Cars	**Trucks**
U.S.	31,000	10,000

D. RAPPEPORT

G. RAPPEPORT

WISNIEWSKI

PRINCE

HILDER

BUSH

SAMMIS

WITT

Officials

Donald Rappeport
Chairman &
Chief Executive Officer

Gary Rappeport
President

Zeno S. Wisniewski
Vice President
Client Relations

Ronald K. Prince
Vice President
Finance

Paul B. Hilder
Vice President
Fleet Management Services

William C. Bush
Vice President Sales
Western Region

Steven B. Sammis
Vice President Sales
Eastern Region

Gerald H. Witt
Vice President Sales
Central Region

David A. Lodding
Director of
Fleet Management Services

Brad Miller
Director of Purchasing

Donald A. Meadows
Director of Used
Vehicle Marketing

Karin Trenkenschu
Director of License and Title

Emkay Inc.

805 W. Thorndale Ave.
Itasca, IL 60143
(708) 250-7400
FAX: (708) 250-7422

Date Established	**1946**	
	Cars	**Trucks**
U.S.	14,400	3,900
Canada	75	50
Europe	0	0

REA

TEPAS

Officials

Samuel A. Rea
Chairman

Gary L. Tepas
President

Gary L. Ellison
Senior Vice President
Finance/Treasurer

Robert J. Kaiser
Senior Vice President
Sales - West

William G. Stoops
Senior Vice President
Sales - East

John C. Rennels
Vice President
Client Services

James L. Tangney
Vice President
Purchasing

Torey L. Arnold
Director of Corporate
Administration

Robert Brehm
Director of Used Vehicle Sales

Peter D. Wood
Western Regional Manager

REGIONAL OFFICES

CALIFORNIA
Emkay, Inc.
100 Smith Ranch Road
Ste. 301
San Rafael, CA 94903

CONNECTICUT
Emkay, Inc.
21 Locust Ave.
New Canaan, CT 06840

DELAWARE
Emkay, Inc.
Silverside Carr Exec. Plaza
501 Silverside Road
Wilmington, DE 19809

NORTH CAROLINA
Emkay, Inc.
6201 Fairview Road
Ste. 200
Charlotte, NC 28210

Enterprise Leasing Company

A Division of Enterprise Rent-A-Car

No. 35 Hunter Ave.
St. Louis, MO 63124
(314) 863-7000
FAX: (314) 863-7621

Date Established	**1957**	
	Cars	**Trucks**
U.S.	**23,000**	**6,000**

A. TAYLOR

BROWN

KNAUP

ROSS

BEHNKE

SNYDER

Officials

Andrew C. Taylor
President

Douglas S. Brown
Exec. Vice President

Warren C. Knaup
Senior Vice President
Chief Financial Officer

Donald L. Ross
Senior Vice President
Operations

Richard V. Snyder
Vice President
Leasing

John Montgomery
Vice President
Used Cars

Daniel J. Kirchhoefer
Vice President
Service

William C. Lortz
Vice President
Administration

ENTERPRISE FLEETS INC.

Ernest C. Behnke
VP/General Mgr.
8860 Ladue Road
St. Louis, MO 63124
(314) 863-1111

ENTERPRISE LEASING OFFICES:

ATLANTA
Dennis G. Reinhardt—VP

BALTIMORE
Kevin J. Molitor—VP

BIRMINGHAM/GULF COAST
Bruce L. McKee—VP

BOSTON
Stanley M. Mann—VP

CHICAGO
Robert J. Klaskin—Pres.

DALLAS/FORT WORTH
John E. Grimes—Pres.

DENVER
Edwin J. Forbush—VP

DETROIT
Michael J. Kane—VP

HARTFORD/SPRINGFIELD
Brett A. Nann—VP

HOUSTON
John L. Ebeling—Pres.

INDIANAPOLIS
Jeffrey M. Brummett—VP

JACKSONVILLE
Montie E. Dowling—VP

KANSAS CITY
Bruce W. Kruenegel—VP

LOUISVILLE
Tyler S. Denson—VP

MICHIGAN MULTI-CITIES
John D. Zaworski—VP

MID-PENNSYLVANIA
Thomas M. Tobin—VP

MILWAUKEE
James R. Loomer—VP

MINNEAPOLIS
Patricia A. Kleinman—VP

NEW ORLEANS
Kevin M. Whelan—VP

NEW YORK
Lanny R. Dacus—Pres.

NORFOLK/RICHMOND
James C. Mercer—VP

NORTH/SOUTH CAROLINA
Richard F. Rush—Pres.

NORTHEASTERN OHIO
Kevin C. Keene—VP

PHILADELPHIA
Lucian C. Galloway—VP

PHOENIX
Thomas F. McKinley—VP

PITTSBURGH
Timothy E. Nettles—VP

PORTLAND
Kevin M. Neary—VP

ST. LOUIS
Stephen S. Adams III—VP

SACRAMENTO
Steven M. Wool—VP

SAN FRANCISCO/BAY AREA
Robert M. Jasper—Pres.

SEATTLE
Richard C. Goodman—VP

SOUTH FLORIDA
George Diaz—VP

SOUTHWESTERN OHIO
Richard G. Allen—VP

SOUTHERN CALIFORNIA
William F. Holekamp—Pres.
Ira M. Robb—Exec. VP

SOUTHWEST
Jack K. Talley—VP

TAMPA BAY AREA
Dennis W. Slavik—VP

TENNESSEE
Roger L. Price—VP

TEXAS
Larry J. Ybarra—VP

TUCSON/LAS VEGAS AREA
Lawrence A. Underwood—VP

WASHINGTON, D.C.
Edward L. McCarty—Pres.

GE Capital Fleet Services

3 Capital Drive
Eden Prairie, MN 55344
(612) 828-1000
FAX: (612) 828-1680
McCullagh: (313) 296-4200

Date Established	1949	
	Cars	Trucks
U.S.	218,00	165,000
Canada	19,000	8,000
Europe	0	0

LeGRAND

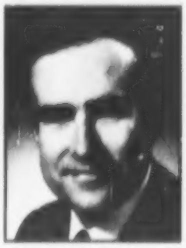
ZAFIROVSKI

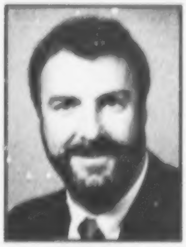
CULOTTA

KOLLS

WILKES

SMITH


MIESEN


JORDAN

GORMLEY

Officials

Teresa LeGrand
President
GE Capital
Fleet Services

Mike Zafirovski
Senior Vice President
Finance & Business
Development

Jim Culotta
President &
General Manager
McCullagh -

Les Kolls
President &
General Manager
Canadian Fleet

Greg Wilkes
President &
General Manager
National Fleet

Ray Smith
Senior Vice President
National Fleet - Sales

Bob Miesen
Senior Vice President
National Fleet
Customer Service

Ed Jordan
Vice President - Services
National Fleet

Jerry Gormley
Senior Vice President &
General Manager
Commercial
Transportation
Services

Brock Austin
Senior Vice President
Legal Counsel

Jay Dinwoodie
Senior Vice President
Systems

A.J. Maijala
Vice President
New Sales

Gary Fragodt
Vice President
Truck Services

Bob Mayfield
Vice President
Customer Services
Western Region

Dave Maxfimic
Vice President
Customer Services
Central Region

Loren Rodvold
Vice President
Customer Services
Eastern Region

National Fleet Offices

Atlanta
1117 Perimeter Ctr. W.
Ste. E301
Atlanta, GA 30338-5426
(404) 604-6629

Baltimore/Wash. D.C.
135 E. Main St., #305
Westminster, MD 21157
(301) 876-4703

Chicago
2015 Spring Road
Ste. 295
Oak Brook, IL 60525
(708) 573-3131

Cleveland
16600 Sprague Road
Ste. 350
Cleveland, OH 44130
(216) 826-4001

Houston
14407 Cornerstone Village
Drive, Ste. 116
Houston, TX 77014
(713) 586-7522

Los Angeles
18818 Teller Ave., Ste. 200
Irvine, CA 92715
(714) 752-8899

Minneapolis
3 Capital Drive
Eden Prairie, MN 55344
(612) 828-1000

New England
42 Juniper Lane
Newton, MA 02159
(617) 244-4447

Salem
68 Stiles Road
Salem, NH 03079
(603) 890-3520

San Francisco
1340 Treat Blvd., Ste. 200
Walnut Creek, CA 94596
(510) 256-2570

Tri-State Area
Atrium II
3000 Atrium Way, #233
Mt. Laurel, NJ 08054
(609) 273-6933

321 Luhmann Drive
New Milford, NJ 07646
(201) 262-3160

**GE Capital
Fleet Services
Canadian Fleet**

1595 16th Ave., Ste. 600
Richmond Hill, Ontario
L4B 3P1
(416) 223-0499

Calgary
100 4th Ave. S.W.
307 Centre Four
Calgary, Alberta T2P 3N2
(403) 266-5758

Halifax
Keltic Leasing Corp.
1809 Barrington St.
Ste. 900
Halifax, Nova Scotia
B3J 3K8
(902) 423-6292

Montreal
2425 Pitfield Blvd.
Saint Laurent
Quebec H4S 1W8
(514) 333-2702

Ottawa
155 Queen St.
Heritage Place, Ste. 900
Ottawa, Ontario K1P 6L1
(613) 786-3150

Toronto
1595 16th Ave., Ste. 600
Richmond Hill, Ontario
L4B 3P1
(416) 223-0499

Vancouver
4585 Canada Way
Ste. 218
Burnaby
British Columbia
V5G 4L6
(604) 299-0282

Winnipeg
326 Broadway Ave.
5th Floor
Winnipeg, Manitoba
R3C 0S5
(204) 947-9257

Lease Plan International

(Lease Plan U.S.A., Inc.)

180 Interstate North
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

Date Established	1963	
	Cars	Trucks
U.S.	28,500	15,200
Canada	0	0
Europe	162,000	26,000

Officials

Donald F. Kreft
President/CEO

David G. Dahm
Vice President Finance

David T. Bush
Vice President Systems

KREFT

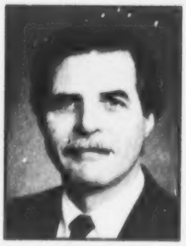
FLEET LEASING DIVISION

180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

PIOT

MARTIN

HANSON


WIRT

Robert G. Piot
Senior Vice President

Richard A. Martin
Vice President
National Accounts

Richard E. Hanson
Vice President
Operations

D. Michael Wirt
Director, Client Services

David Chimenti
Manager, Fleet Mgmt.

John B. Rancourt
Manager, Vehicle
Remarketing

Southeast Region
Paul D. Casler
180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

Northeast Region
Steve Kantor
1 Bridge Plaza, Ste. 400
Fort Lee, NJ 07024
(201) 592-5008
FAX: (201) 346-6008

John A. Lovato
23 Whispering Pines Drive
Lincroft, NJ 07738
(201) 741-3439
FAX: (201) 741-3524

Great Lakes Region
Richard A. Martin
29299 Center Ridge Road
Ste. 1-J
Westlake, OH 44145
(216) 899-2182
FAX: (216) 835-0564

Midwest Region
Robert D. Kiessling
1821 Walden Office Square
Ste. 328
Schaumburg, IL 60173-4273
(708) 397-8003
FAX: (708) 397-8004

Southwest Region
William R. Rippetoe
Route 4, Box 430
Alvarado, TX 76009
(817) 783-8340
FAX: (817) 783-8340

Western Region
Richard A. Pipenhagen
43537 Ridge Park Drive
Ste. 102
Temecula, CA 92590
(714) 676-6070
FAX: (714) 676-1940

TRUCK LEASING DIVISION

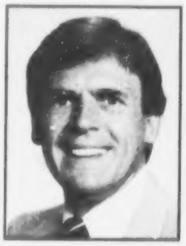
Headquarters/Southeast Region
180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

John M. Jaje
Senior Vice President

Alexis F. Donghi
Vice President

Midwest Region
Thomas W. Kelly
Vice President
1821 Walden Office Square
Ste. 326
Schaumburg, IL 60173-4273
(708) 397-8003
FAX: (708) 397-8004

Eastern Region
Robert T. Smith
Vice President
The Bank Tower
307 Fourth Ave.
Pittsburgh, PA 15222
(412) 232-3510
FAX: (412) 232-3511


JAJE

KELLY

MUNICIPAL/ EQUIPMENT DIVISION

Headquarters/
Southeast Region
180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

Bill G. Fite
Senior Vice President

James P. Blalock
Vice President

Peter R. Hemingway
Vice President

FITE

INTERNATIONAL OFFICES

Lease Plan Holding N.V.
International Headquarters
Wisselweg 31
1314 CB Almere-Stad
The Netherlands
31-3240-93911
FAX: 31-3240-93479

Anton C. Goudsmit
Chairman

Hubert van der Meulen
Vice Chairman

Frits Kuiper
Director

Hugo Levecke
Director

International Coordination Office:
Excelsiorlaan 8
1930 Zaventum
Belgium
Mr. Jan Boukaert, Coordinator
32-2-722-1982
FAX: 32-2-722-1989

AUSTRALIA
Lease Plan Australia Ltd.
574 St. Kilda Road, 8th Floor
Melbourne, Victoria 3004
Australia
Ray Baxter, Managing Dir.
61-3-5212044
FAX: 61-3-5212161
Branch Offices: East Sydney, New South Wales, Keswick, South Australia, Fortitude Valley, Queensland, Claremont, Western Australia

AUSTRIA
Lease Plan Leasing Gesellschaft mbH
Mittersteig 13
1042 Vienna
Austria
Richard Schwab, Managing Dir.
43-222-58989
FAX: 43-222-5870875

BELGIUM
Lease Plan Belgium N.V.
Excelsiorlaan 8
1930 Zaventum
Belgium
Eric Loetens, Managing Dir.
32-2-722-6211
FAX: 32-2-722-6283
Branch Offices: Antwerp, Deerlijk, Herstal

FRANCE
Lease Plan France S.A.
74, rue du Colonel de Rochebrune
92380 Garches
France
Jean Lagrange, Managing Dir.
31-1-47959595
FAX: 31-1-47415057
Branch Offices: Strasbourg, Lille, Aix en Provence Cedex, Champs sur Marne

GERMANY
Lease Plan Beteiligungs-und Leasinggesellschaft mbH
Hellersbergstrasse 10a
4040 Neuss 1
Germany
Wolfgang Reinhold, Managing Dir.
49-2101-13200
FAX: 49-2101-132103
Branch Offices: Liederbach, Hamburg, Kirchheim/Teck

ITALY
Lease Plan Italia S.p.A.
Corso Magenta, 85
20123 Milan
Italy
Claudio de Tuoni, Managing Dir.
39-2-48013096
FAX: 39-2-48013093

LUXEMBOURG
Lease Plan Luxembourg S.A.
13, rue Robert Stumper
2557 Luxembourg/Gasperich
Luxembourg
Jean-Marc Vertroost, Managing Dir.
352-404411
FAX: 352-404415

THE NETHERLANDS
Lease Plan Nederland N.V.
Wisselweg 31
1314 CB Almere-Stad
The Netherlands
Freddy Hollander, Managing Dir.
31-3240-93933
FAX: 31-3240-93323

NORWAY
Lease Plan A/S
Gladengveien 14
Oslo 6
Norway
Odd Ljosland, Managing Dir.
47-2-680580
FAX: 47-2-684280

SPAIN
Lease Plan Espana S.A.
Autopista Aeropuerto de Barajas
Km. 13 (Soto Hidalgo, 1)
28042 Madrid
Spain
Jose Criado-Perez, Managing Dir.
34-1-3293068
FAX: 34-1-3293497
Branch Office: Barcelona

SWITZERLAND
Lease Plan Schweiz AG
Grindlenstrasse 3
8954 Geroldswil
Switzerland
Niklaus Boll, Managing Dir.
41-1-7484800
FAX: 41-1-7481030
Branch Office: Geneva

UNITED KINGDOM
Lease Plan U.K. Limited
Thames Side
Windsor, Berkshire SL4 1TY
United Kingdom
Colin Grant-Wilson, Managing Dir.
44-7538-68268
FAX: 44-7538-41060
Branch Offices: West Drayton, Middlesex, Salford, Manchester

Leaseway of Puerto Rico, Inc.

P.O. Box 11311
Caparra Heights Stn.
San Juan, PR 00922
(809) 788-7272
FAX: (809) 788-3499

Date Established		April 1965
	Cars	Trucks
U.S.	3,000+	500+

Officials

Jesus Martin
President

Jesus M. Torres
Vice President
Daily Rental

Jose F. Vargas
Finance Lease Sales
Director

Leasing Associates

3101 Smith St.
Houston TX 77006
(713) 522-9771
FAX: (713) 528-1259

GILLESPIE

NACHMAN

Date Established		1958
	Cars	Trucks
U.S.	9,000	3,500

Officials

George O. Gillespie
Chairman

Michael Nachman
President

L.W. (Larry) Sawyer
Senior Vice President

Walt Sullivan
Vice President
Purchasing & Used Cars

EASTERN REGION

42-11 Northern Blvd.
Long Island City, NY 11101
(718) 937-7500

275 Broad Hollow Road
Melville, NY 11747
(516) 420-0025

145 Rosemary St.
Needham Heights, MA 02194
(617) 444-5000

790 E. Broward Blvd., Ste. 301
Ft. Lauderdale, FL 33301
(305) 522-8500

SOUTHWESTERN REGION

3101 Smith St.
Houston, TX 77006
(713) 522-9771

6600 LBJ Fwy. #185
Dallas, TX 75240
(214) 490-7755

3100 North A, Bldg. D
Midland, TX 79701
(915) 684-6664

609 Castle Ridge Road, Ste. 319
Austin, TX 78746
(512) 329-9009

WESTERN REGION

10700 Beaverton Hillsdale
Hwy.
Ste. 215
Beaverton, OR 97005
(503) 644-3333

8635 Florence Ave., Ste. 203
Downey, CA 90240
(310) 862-7604

Motorlease Corp.

1506 New Britain Ave.
Farmington, CT 06034
(203) 677-9711
FAX: (203) 674-8677

D. LEARY

J. LEARY

FORADORI

FERRARESSO

Date Established		1946
	Cars	Trucks
U.S.	4,000	0

Officials

Daniel A. Leary, Jr.
Chairman

John M. Leary
President

Elisabeth L. Foradori
Vice President/Treasurer

Robert Ferraresso
Vice President

McCullagh

A Unit of GE Capital Fleet Services

30803 Little Mack Ave.
Roseville, MI 48066
1-800-521-7850
(313) 296-4200
FAX: (313) 296-4360

CULOTTA

ALLMACHER

BLESSING

IVERSON

MAZZOLA

MORLEY

OZECK

POLK

SAXTON

Date Established		**1949**
	Cars	**Trucks**
U.S.	**54,000**	**36,000**

Officials

Jim Culotta
President

Paul Allmacher
VP, Major Accounts

John Blessing
VP, Sales-East

Jeff Iverson
VP, Sales-West

Bob Mazzola
VP, Management Services

Pat Morley
Senior VP, Finance

Chet Ozeck
VP, Risk Administration

John Polk
VP, Marketing & Customer Service

Mike Saxton
VP, Operations

REGIONAL OFFICES

ATLANTA
2880 Dresden Drive
Atlanta, GA 30341
(404) 457-2800

BALTIMORE
6905-D Oakland Hills Road
Columbia, MD 21045
(301) 290-9311

BIRMINGHAM
300 Vestavia Pkwy., Ste. 2300
Birmingham, AL 35216
(205) 991-4285

BOSTON
945 Concord
Framingham, MA 01701
(508) 875-3866

CHARLOTTE
3726 Latrobe Drive, Ste. 107
Charlotte, NC 28211
(704) 365-0271

CHICAGO
745 S. Route #53
Addison, IL 60101
(708) 628-3900

CLEVELAND
16600 Sprague, Ste. 350
Middleburg Hts., OH 44130
(216) 243-7520

DALLAS
15051 Beltwood Pkwy. E.
Dallas, TX 75244
(214) 387-2153

DENVER
3900 E. Mexico Ave.
Ste. 510
Denver, CO 80210
(303) 753-2230

DETROIT
30803 Little Mack Ave.
Roseville, MI 48066
(313) 296-4200

FARMINGDALE GUARDSMAN
80 Sherwood Ave.
Farmingdale, NY 11735
(516) 293-1000

HARTFORD
24 Jeffrey Drive
S. Windsor, CT 06074
(203) 569-3900

HOUSTON
7100 Regency Sq. Blvd.
Ste. 241
Houston, TX 77036
(713) 978-4454

KANSAS CITY
10550 Barkley, Ste. 202
Overland Park, KS 66212
(913) 967-6280

LOS ANGELES
633 S. East St.
Anaheim, CA 92805
(714) 956-8910

MIAMI
801 Brickell Ave.
Ste. 937
Miami, FL 33131
(305) 381-9550

MINNEAPOLIS
2603 West Hwy. 13
Burnsville, MN 55337
(612) 882-0600

NEW JERSEY
55 Harristown Road
Glen Rock, NJ 07452
(201) 612-9393

NEW YORK
438 W. 19th St.
New York, NY 10011
(212) 366-6800

ORLANDO
7170 E. Colonial Drive
Orlando, FL 32802
(407) 382-4620

PHILADELPHIA
Eagle Industrial Park
Route 100 &
Township Line Road E.
P.O. Box 267
Eagle, PA 19480
(215) 458-1200

PITTSBURGH
121 Freeport Road
Pittsburgh, PA 15238
(412) 826-8200

PORTLAND
9020 S.W. Washington Sq. Dr.
Ste. 500
Tigard, OR 97223
(503) 526-7190

SAN FRANCISCO
1133 Chess Drive
Foster City, CA 94404
(415) 358-0778

SEATTLE
415 Baker Blvd., Ste. 110
Seattle, WA 98188
(206) 431-8332

ST. LOUIS
1101 Edge Water Point
Lake St. Louis, MO 63367
(800) 999-8290

NationsBanc Leasing Corp.

(formerly known as Sovran Leasing Corp.)
A Subsidiary of C&S/Sovran Financial Corp.

2059 Northlake Pkwy.
Tucker, GA 30084
(404) 491-4200
FAX: (404) 491-4326

PIERSON

KELL

MICHELS

Date Established	1991	
	Cars	**Trucks**
U.S.	14,000	4,800

Officials

Elmer F. Pierson
Chairman of the Board

J. William Kell
President

Stephen P. Michels
Senior Vice President
General Sales Manager

Jeffry A. Ross
Assistant Vice President
Fleet Operations Manager

Donald T. Corfield
Operations Officer
Purchasing

Wallace W. Michaelism
Operations Officer
Used Vehicles

REGIONAL OFFICES

3 Gateway Center, Ste. 300
Pittsburgh, PA 15222
(412) 462-7700

901 W. Trade St., GTW 6-12
Charlotte, NC 28255-0075
(704) 536-5999

600 E. Main St., 12th Floor
Main Street Center
Richmond, VA 23219
(804) 344-1000

6610 Rockledge Drive
4th Floor
Bethesda, MD 20817
(301) 493-7258

8170 Corporate Park Drive
Ste. 141
Cincinnati, OH 45242
(513) 530-5420

2625 Butterfield Road
Ste. 300C
Oak Brook, IL 60521
(708) 571-9090

1 Commerce Place M-6
Nashville, TN 37219
(615) 749-4773

2059 Northlake Pkwy.
2nd Floor North
Tucker, GA 30084
(404) 491-4200

1500 Quail St., Ste. 510
Newport Beach, CA 92660
(714) 476-2844

3530 Wilshire Blvd.
Los Angeles, CA 90010-2386
(213) 382-1456

177 Bovet Road, Ste. 600
San Mateo, CA 94402
(415) 341-2189

901 Main St.
Dallas, TX 75283-1000
(214) 508-0513

197 Route 18, Ste. 3000
E. Brunswick, NJ 08816
(908) 214-2676

9393 W. 110th St., Ste. 500
Overland Park, KS 66210
(913) 451-6737

701 W. Cypress Road
Ft. Lauderdale, FL 33309
(305) 776-8037

1301 Park St., Dept. 160
Columbia, SC 29222
(803) 765-8660

1715 N. Westshore Blvd.
Ste. 190
Tampa, FL 33607
(813) 289-4801

The Ironstone Bldg. "B-11"
520 Stokes Road
Medford, NJ 08055
(609) 520-7955

Penske Truck Leasing Co.

Route 10 Green Hills
P.O. Box 563
Reading, PA 19603-0563
(215) 775-6000
FAX: (215) 775-6379

Date Established	1982	
	Cars	**Trucks**
U.S.	0	56,000

Officials

Roger S. Penske
Chairman &
Chief Executive Officer

Brian Hard
President &
Chief Operating Officer

Robert F. Carter
Senior Vice President
Personnel

Vincent W. Hartnett
Senior Vice President
Administration

James Molinaro
Senior Vice President
Sales

Frank Cocouzza
Senior Vice President
Finance

Peter Weeks
Senior Vice President
Operations

Kenneth Coots
Senior Vice President
Operations

Frank Mileto
Senior Vice President
Operations

John Crockett
Senior Vice President
Operations

PENSKE

PHH Vehicle Management Services

PHH FleetAmerica

307 International Circle
Hunt Valley, MD 21030
(410) 771-1900
FAX: (410) 771-2530

ADLER

MADELEY

NOONAN

Date Established	**March 1946**
Worldwide Vehicles	**465,000**

ANDREWS

GOOLKASIAN

PUDIFIN

Officials

William F. Adler
President

J. Douglas Madeley
Senior Vice President
Fleet Services

W. James Noonan
Senior Vice President
Strategic Marketing

Tommy L. Andrews
Senior Vice President
Diversified Services

Gregory A. Goolkasian
Senior Vice President
Client Services

Sandra I. Pudifin
Senior Vice President
Total Quality

BRANCH OFFICES

ATLANTA
2 Parkway Center
1800 Parkway Place, Ste. 700
Marietta, GA 30067
(404) 423-7799

BALTIMORE
307 International Circle
Hunt Valley, MD 21030
(410) 771-2371

BOSTON
1 New England Exec. Park
Burlington, MA 01803
(617) 272-8410

BRIDGEPORT
7 Trap Falls Road
Shelton, CT 06484
(203) 925-4512

CHICAGO
2221 Camden Court
Oak Brook, IL 60521
(708) 571-5150

DALLAS
400 E. Las Colinas Blvd.
Ste. 300
Irving, TX 75039
(214) 506-8991

DISTRICT OF COLUMBIA
One Flint Hill
10530 Rosehaven St., Ste. 440
Fairfax, VA 22030
(703) 385-1200

HOUSTON
12600 Northborough Drive
Ste. 280
Houston, TX 77067
(713) 873-8000

LOS ANGELES
3333 Michelson Drive
Ste. 340
Irvine, CA 92715
(714) 756-8208

NEW YORK
1775 Broadway, Ste. 533
New York, NY 10019
(212) 977-3300

PHILADELPHIA
One Cherry Hill, Ste. 205
Cherry Hill, NJ 08002
(215) 492-9220

SAN FRANCISCO
1650 Old Bayshore Hwy.
Ste. C
Burlingame, CA 94010
(415) 692-8514

NTS

6100 Western Place
Fort Worth, TX 76107
(800) 433-2502
FAX: (817) 735-5532

Officials

Mark T. Creighton
President

Craig E. Cina
Vice President
Sales & Marketing

CREIGHTON

CINA

PHH Canada

350 Burnhamthorpe Road W.
Suite 900
Mississauga, Ontario L5B 3P9
(416) 270-8250
FAX: (416) 896-6322

Officials

Brian A. Hunt
President

Charles R. Stewart
Vice President
Card Services

Lori E. Brown
Vice President
Operations

R. Michael Goddard
Vice President
Client Services

Robert Piazzon
Vice President
Asset Management

James W. Maxwell
Vice President
Finance

David P. Shaw
Vice President
Info. Technology Services

John P. White
Manager, Eastern Region

David M. Graham
Manager, Western Region

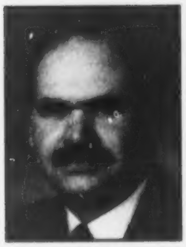
BRANCH OFFICES

CALGARY
Sun Life Plaza II
140 4th Ave. S.W.
Suite 2020
Calgary, Alberta T2P 3N3
(403) 262-8980

HALIFAX
Metropolitan Centre
99 Wyse Road, Ste. 350
Dartmouth, Nova Scotia B3A 1L9
(902) 461-7442

MONTREAL
1001 de Maisonneuve Ouest
Suite 210
Montreal, Quebec H3A 3C8
(514) 849-8191

VANCOUVER
Harbour Centre
555 W. Hastings St.
Suite 990
Vancouver, British Columbia
V6B 4N6
(604) 681-5426



HUNT

PHH Europe

Windmill Hill, Whitehill Way
Swindon, Wiltshire
England SN5 9YT
(011-44) 793-887000
FAX: (011-44) 793-886688

Officials

Joachim F. Diedrich
Senior Vice President
International Operations

John D. Cullum
President

DIEDRICH

CULLUM

Trans-National Leasing, Inc.

4455 Alpha Road
Dallas, TX 75244
Mail: P.O. Box 802615
Dallas, TX 75380
(214) 233-6806
FAX: (214) 991-5465

L. MAHER

J. MAHER

HOFF

MANN

Date Established		**1951**
	Cars	**Trucks**
U.S.	**4,000**	**4,200**

Officials

Louis J. Maher
Chairman

John P. Maher
President

Otto Hoff
Executive Vice President

Joel N. Mann
Vice President

Billy Cooper
Regional Sales Manager
(Houston)

REGIONAL OFFICES

4455 Alpha Road
Dallas, TX 75244
(214) 233-6806
FAX: (214) 991-5465

614 E. Tidwell
Houston, TX 77022
(713) 699-3970
FAX: (713) 699-1407

Ford FORD

Your *"CAN DO"*
Ford Car & Truck Fleet Dealer

- Courtesy Deliveries with a Personal Touch
- Out-of-Stock Deliveries of Ford Cars & Trucks
- Tag & Title Work in **3 Jurisdictions**!
  - Maryland
  - District of Columbia
  - Virginia
- Billings in a Prompt and Efficient Manner
- Preparation of Reports and Storage of Used Vehicles
- Out of stock deliveries to most anywhere on the East Coast

Call our Fleet Manager, Paul Herfurth, with over forty years Fleet experience (301) 949-4060. Fax (301) 949-3170.

Hill & Sanders Ford

11250 Viers Mill Road
Wheaton, Maryland 20902
(301) 949-4060

FIRST WITH FORD

NAFA AFFILIATE

Metropolitan Washington, D.C.'s Oldest Car and Truck Dealer Selling & Servicing Ford Products Over 70 Years

Circle 143 on Inquiry Card

United States Fleet Leasing, Inc.

(A division of United States Leasing International, Inc.)

2 Waters Park Drive
San Mateo, CA 94403
Mail: P.O. Box 5933
San Mateo, CA 94402
(415) 572-2000
FAX: (415) 572-2205

Date Established	1964	
	Cars	Trucks
U.S.	68,000	30,000
Canada	700	300
Europe	19,000	2,000

WARD

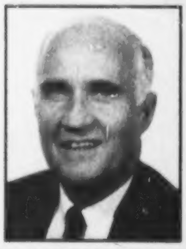
SOLLENNE

SERGEEFF

BROWN

CARNEY

FLANAGAN


McCLEARY

JOHNSON

RIVAS

HARPER

Officials

Robert W. Ward
President

Peter R. Sollenne
Senior Vice President
Sales, Marketing and
Customer Service

Walter Sergeeff
Senior Vice President
Operations

R. Bruce Brown
Vice President
Eastern Region

Jim Carney
Regional Vice President
Central Region

Mike Flanagan
Regional Vice President
Eastern Region

Don McCleary
Regional Vice President
Western Region

Norm Johnson
Vice President
Customer Service -
Middle Market

Gloria Rivas
Vice President
Customer Service -
National Accounts

Bob Harper
Director of Marketing

REGIONAL OFFICES

WESTERN REGION
San Francisco
Don McCleary
Regional Vice President
2 Waters Park Drive
San Mateo, CA 94403
(415) 572-2000
FAX: (415) 572-2288

Los Angeles
1126 N. Brookhurst, Ste. 101
Anaheim, CA 92801
(714) 772-9830
FAX: (714) 520-5384

CENTRAL REGION
Chicago
Jim Carney
Regional Vice President
1701 E. Woodfield Road
Ste. 710
Schaumburg, IL 60173
(708) 517-4100
FAX: (708) 517-4110

Cleveland Branch Office
5755 Granger Road, Ste. 325
Independence, OH 44131
(216) 749-8600
FAX: (216) 749-8608

Dallas Branch Office
14901 Quorum Drive
Ste. 525
Dallas, TX 75240-6733
(214) 239-8798
FAX: (214) 490-6280

Houston Branch Office
525 Beltway 8, Ste. 440
Houston, TX 77060-4098
(713) 820-1630
FAX: (713) 820-6732

Michigan Branch Office
7772 Athlone Drive
Brighton, MI 48116
(313) 231-3100
FAX: (313) 231-3544

Minneapolis Branch Office
2095 Timmy St.
Mendota Heights, MN 55120
(612) 687-9217
FAX: (612) 687-0800

EASTERN REGION
New York
Mike Flanagan
Regional Vice President
707 Westchester Ave.
Ste. 307
White Plains, NY 10604
(914) 683-0300
FAX: (914) 683-0940

Atlanta Branch Office
1355 Terrell Mill Road
Bldg. 1470-200
Marietta, GA 30067
(404) 952-3524
FAX: (404) 955-3297

Baltimore Branch Office
8501 LaSalle Road, Ste. 210
Towson, MD 21204
(301) 296-0250
FAX: (301) 296-0253

Boston Branch Office
R. Bruce Brown
Vice President
Eastern Region
400 Crown Colony Drive
Quincy, MA 02169
(617) 786-7900
FAX: (617) 786-7999

Philadelphia Branch Office
3 Neshaminy Interplex
Trevose, PA 19074
(215) 638-7606
FAX: (215) 638-7619

Wheels, Inc.

666 Garland Place
Des Plaines, IL 60016
(708) 699-7000
FAX: (708) 699-4047

Date Established	1939	
	Cars	Trucks
U.S.	95,776	37,493
Canada	253	0
Europe	0	0

Officials

Jim Frank
President

Ford Pearson
Executive Vice
President

Ted Less
Senior Vice President

Dennis LaLiberty
Vice President
Marketing

Sal Peri
Senior Vice President

Mike Christian
Vice President, Sales

Peter Egan
Vice President, Sales

Larry Palmer
Vice President
Vehicle Remarketing

Richard Heinrich
Vice President, MIS

Morrie Lewkowicz
Vice President
Fleet Management Services

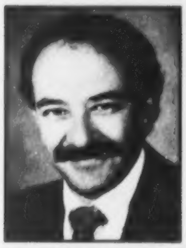
Jeffrey L. Burns
Assistant Vice President
Cellular Sales & Marketing

FRANK

PEARSON

LESS

LaLIBERTY


PERI

CHRISTIAN

EGAN

PALMER

HEINRICH

LEWKOWICZ

World Omni Leasing, Inc. Commercial Division

800 Fairway Drive
Deerfield Beach
FL 33441
Mail: P.O. Box 8486
Ft. Lauderdale
FL 33310
(305) 360-4800
FAX: (305) 360-4821

Date Established	Jan. 1981	
	Cars	Trucks
U.S.	21,350	8,550

Officials

Norman J. Catalano
Vice President

Edward R. Parish
National Manager

William J. Shope
Finance Manager

Terry Boyd
Vehicle Remarketing Manager

Nancy Dunlop
Operations Manager

Scott A. Kramer
Credit Manager

REGIONAL OFFICES

SOUTHEAST
Ken Wambold
Regional Manager
3901 Roswell Road, Ste. 200
Marietta, GA 30062
(404) 509-8418
FAX: (404) 509-8616

SOUTHWEST
Jim Lamperis
Regional Manager
Bruce Layman
Regional Manager
27001 La Paz Road, Ste. 300
Mission Viejo, CA 92691
(714) 454-8012
FAX: (714) 454-8014

WESTERN
Dave Fisher
Regional Manager
19925 Stevens Creek Blvd.
Ste. 119
Cupertino, CA 95014
(408) 255-8560
FAX: (408) 255-8604

NORTHEAST
Jerry Quiriconi
Regional Manager
Jim Mandato
Regional Manager
2 Research Drive, Ste. 208
Stratford, CT 06497
(203) 386-0868
FAX: (203) 377-3453

FLORIDA
Bill Fazioli
Regional Manager
14502 N. Dale Mabry
Ste. 200
Tampa, FL 33618
(813) 960-4730
FAX: (813) 960-3743

MIDWEST
Bill Russell
Regional Manager
20 S. Gratiot Ave.
Ste. 45
Mt. Clemens, MI 48043
(313) 954-9790
FAX: (313) 954-9799

CATALANO

PARISH

SHOPE

Nissan Motor Acceptance Corp.

990 W. 190th St.
Torrance, CA 90502-1019
Mail: P.O. Box 2870
Torrance, CA 90509-2870
(310) 719-8000
FAX: (310) 324-2542

MATSUMURA

Officials

Michael Matsumura
President

C.W. Thaxton
Vice President

Randy Brown
Corporate Manager
Commercial Credit

Toyota Motor Credit Corp.

1515 W. 190th St.
P.O. Box 2958
Torrance, CA 90509-2958
(310) 715-3700
FAX: (800) 421-3568

Officials

Yukiyasu Togo
President

Takafumi Murai
Senior Vice President
& Treasurer

Jerry Depew
Corporate Dealer
Relations Manager

Yale Gieszl
Senior Vice President
& Secretary

Robert Pitts
Vice President
& General Manager

Bob Allen
Corporate Operations
Manager

Jim Aust
Marketing & Finance
Programs Manager

Metropolitan
Auto Center
400 South La Brea Ave.
Los Angeles, CA 90036
(213) 939-2131
(213) 935-2410 FAX

Frank J. Zicker
Fleet Sales Manager

YOU CAN FIND US IN THE HEART of L.A...

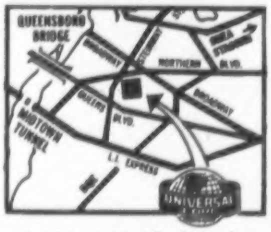
But We Cover the Nation!

Geo
Chevrolet
Buick
Oldsmobile

Circle 146 on Inquiry Card

CLOUT COUNTS

serving the New York Metro area since 1915, we've got the volume and experience behind us to satisfy your largest needs down to the last detail.



Conveniently located just 5 minutes from mid-Manhattan, we're easily accessible to all parts of Long Island, Westchester, New Jersey & Connecticut.

Priced competitively, we offer the full range of Ford inventory, from sub-compact to super-duty trucks.

Our Fleet Manager,
Bob Adelson
and his support staff are always available to service your requirements.

FORD
UNIVERSAL FORD
The Leader Since 1915
40-40 Northern Blvd., Long Island City, N.Y.
(718) 786-1660

Circle 147 on Inquiry Card

MAJOR RENTAL FIRMS

Action Auto Rental

31500 Solon Road
Solon, OH 44139
(216) 349-4440
FAX: (216) 349-1276

HONS

SCHIERING

Date Established		**1984**
U.S. Fleet	**Cars**	**12,000**
	Trucks	**0**
Worldwide Fleet		**12,000**
U.S. Locations		**175**
1991 Revenue		**$86 million**

Officials

Norton W. Rose
Chairman of the Board

Craig E. Hons
President & CEO

Donald Bersacola
Executive Vice President
& General Manager

James L. Schiering
Executive Vice President

Patricia M. Luzier
Vice President-Human
Resources

Agency Rent-A-Car

30000 Aurora Road
Solon, OH 44139
(216) 349-1000
FAX: (216) 349-1000 ext. 4414

FRANKINO

HOLT

ZACKAROFF

REAGAN

Date Established		**Feb. 1969**
U.S. Fleet	**Cars**	**39,000**
	Trucks	**0**
Worldwide Fleet		**42,000**
U.S. Locations		**710**
1991 Revenue		**$268.7 million**

Officials

Sam J. Frankino
Chairman of the Board
Chief Executive Officer

Terry W. Holt
President

Peter T. Zackaroff
Executive Vice President

Kelly W. Reagan
Vice President, Fleet

Robert J. Bronchetti
Chief Financial Officer

Paul F. Rochon
Senior Vice President

James D. Vance
Regional Vice President

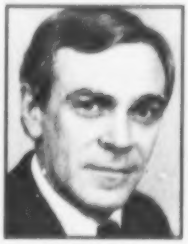
Edward A. Burkhart
Regional Vice President

Alamo Rent A Car

110 S.E. Sixth St.
Ft. Lauderdale, FL 33301
(305) 522-0000
FAX: (305) 527-6589

EGAN

PLATT


CLARK

THOMPSON

Date Established		**1974**
U.S. Fleet	**Cars**	**127,000**
	Trucks	**0**
Worldwide Fleet		**127,000**
U.S. Locations		**100**
1991 Revenue		**$740 million**

Officials

Michael S. Egan
Chairman & CEO

Charles D. Platt
President & COO

Macdonald Clark
Executive Vice President

J.P. Thompson, Jr.
Senior Vice President
Product Management

American International Rent A Car Corp./ANSA

1 Harborside Drive
Boston, MA 02128
(617) 561-1000
FAX: (617) 561-1172

Date Established		**1987**
U.S. Fleet	**Cars**	**21,000**
	Trucks	
Worldwide Fleet		**76,000**
U.S. Locations		**70**
1991 Revenue		**N/A**

Officials

Nicholas Yebba
President & CEO

John J. Prior
Senior Vice President

Nancy J. Buonopane
Vice President

Bob Cunha
Vice President
Francnise Sales

YEBBA

PRIOR

BUONOPANE

CUNHA

Avis, Inc.

900 Old Country Road
Garden City, NY 11530
(516) 222-3000
FAX: (516) 222-4381

Date Established		**Dec. 1946**
U.S. Fleet	**Cars**	**130,000**
	Trucks	**2,000-2,500**
Worldwide Fleet		**400,000**
U.S. Locations		**1,400**
1991 Revenue		**$1.2 billion**

Officials

Joseph V. Vittoria
Chairman & CEO

Robert Salerno
Senior Vice President
& General Manager

John Forsythe
Vice President-Operations
U.S. Rent A Car

Martin Elkin
Vice President
Licensee Relations
& Fleet Purchasing

VITTORIA

Budget Rent A Car Corporation

200 N. Michigan Ave.
Chicago, IL 60601
(312) 580-5000
FAX: (312) 726-0039

Date Established		**1960**
U.S. Fleet	**Cars**	**133,700**
	Trucks	**13,200**
Worldwide Fleet		**240,000**
U.S. Locations		**1,384**
1991 Revenue		**$1.088 billion**

Officials

Clifton E. Haley
Chairman, CEO &
President

William N. Plamondon
Executive Vice President
& General Manager
North American Group

Herbert V. Luckwaldt
Senior Vice President
Corporate Vehicle Rental
Group

Kevin M. McShea
Senior Vice President & CFO

Thomas R. Hawkes
Senior Vice President
Licensee Vehicle
Rental Group

James Sweeney
Assistant Vice President
Fleet Operations

HALEY

PLAMONDON

LUCKWALDT

McSHEA

HAWKES

Enterprise Rent-A-Car

8850 Ladue Road
St. Louis, MO 63124
(314) 863-7000
FAX: (314) 863-7621

Date Established		1961
U.S. Fleet	**Cars**	116,000
	Trucks	3,000
Worldwide Fleet		119,000
U.S. Locations		1,300
1991 Revenue		N/A

A. TAYLOR

BROWN

KNAUP

ROSS

KAUFMANN

WILLEY

BOLDA

KIRCHHOEFER

MILLER

MONTGOMERY

Officials

Andrew C. Taylor
President

Douglas S. Brown
Executive Vice President

Warren C. Knaup
Senior Vice President
Chief Financial Officer

Donald L. Ross
Senior Vice President
Operations

Wayne C. Kaufmann
Senior Vice President
Rentals

David E. Willey
Vice President
Operations

Paul A. Bolda
Vice President
Operations

Daniel J. Kirchhoefer
Asst. Vice President
Service

Mark S. Miller
Vice President
Operations

Johnny L. Montgomery
Vice President
Used Cars

ENTERPRISE RENT-A-CAR
OFFICES IN:

ATLANTA
Dennis G. Reinhardt—VP

BALTIMORE
Kevin J. Molitor—VP

BIRMINGHAM/GULF COAST
Bruce L. McKee—VP

BOSTON
Stanley M. Mann—VP

CHICAGO
Robert J. Klaskin—Pres.

DALLAS/FORT WORTH
John E. Grimes—Pres.

DENVER
Edwin J. Forbush—VP

DETROIT
Michael J. Kane—VP

HARTFORD/SPRINGFIELD
Brett A. Nann—VP

HOUSTON
John L. Ebeling—Pres.

INDIANAPOLIS
Jeffery M. Brummett—VP

JACKSONVILLE
Montie E. Dowling—VP

KANSAS CITY
Bruce W. Kruenegel—VP

LOUISVILLE
Tyler S. Denson—VP

MICHIGAN MULTI-CITIES
John D. Zaworski—VP

MID PENNSYLVANIA
Thomas M. Tobin—VP

MILWAUKEE
James R. Loomer—VP

MINNEAPOLIS
Patricia A. Kleinman—VP

NEW ORLEANS
Kevin M. Whelan—VP

NEW YORK
Lanny R. Dacus—Pres.

NORFOLK/RICHMOND
James C. Mercer—VP

NORTH/SOUTH CAROLINA
Richard F. Rush—Pres.

NORTHEASTERN OHIO
Kevin C. Keene—VP

PHILADELPHIA
Lucian C. Galloway—VP

PHOENIX
Thomas F. McKinley—VP

PITTSBURGH
Timothy E. Nettles—VP

PORTLAND
Kevin M. Neary—VP

ST. LOUIS
Stephen S. Adams—VP

SACRAMENTO
Steven M. Wool—VP

SAN FRANCISCO/BAY AREA
Robert M. Jasper—Pres.

SEATTLE
Richard C. Goodman—VP

SOUTH FLORIDA
George Diaz—VP

SOUTHERN CALIFORNIA
William F. Holekamp—Pres.
Ira M. Robb—Exec. VP

SOUTHWEST
Jack K. Talley—VP

SOUTHWESTERN OHIO
Richard G. Allen—VP

TAMPA BAY AREA
Dennis W. Slavik—VP

TEXAS
Larry J. Ybarra—VP

TENNESSEE
Roger L. Price—VP

TUCSON/LAS VEGAS AREA
Lawrence A. Underwood—VP

WASHINGTON, D.C.
Edward L. McCarty—Pres.

Dynasty Express Corp. d/b/a General Rent-A-Car

2741 N. 29th Ave.
Hollywood, FL 33020
(305) 926-1700
FAX: (305) 921-1878
Toll-free reservations 1-800-327-7607

Date Established		1971
U.S. Fleet	**Cars**	18,000
	Trucks	0
Worldwide Fleet		18,000
U.S. Locations		60+
1991 Revenue		N/A

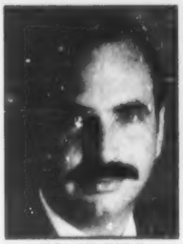
Officials

F. Paul Silicato
President
Chief Executive Officer

V. William Monaco
Executive Vice President
Chief Operating Officer

Thomas F. Martin
Vice President, Fleet

Gordon L. Downing
Vice President
Sales & Marketing


SILICATO

MONACO

MARTIN

DOWNING

Hertz

Hertz Rent A Car Division
225 Brae Blvd.
Park Ridge, NJ 07656
(201) 307-2000
FAX: (201) 307-2644

Date Established		1918
U.S. Fleet	**Cars**	230,000
	Trucks	0
Worldwide Fleet		420,000
U.S. Locations		1,500
1991 Revenue		$2.6 billion

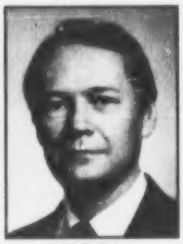
Officials

Frank A. Olson
Chairman & CEO
Hertz

Craig R. Koch
Executive Vice President
and President
North American Rent A Car

Brian J. Kennedy
Executive Vice President
Marketing and Sales

OLSON


KOCH

SEAMAN

Walter Seaman
Division Vice President
Fleet, Maintenance &
Car Sales Operations

James N. Custer
Director, Maintenance

Mark Heminway
Director, Fleet Operations

National Car Rental System, Inc.

7700 France Ave. S.
Minneapolis, MN 55435
(612) 830-2121
FAX: (612) 830-2548

Date Established		1947
U.S. Fleet	**Cars**	125,000
	Trucks	0
Worldwide Fleet		270,000
U.S. Locations		1,000
1991 Revenue		N/A

Officials

Thomas N. Murphy
Chairman

Robert J. McKenna
President & COO

Larry D. Solberg
Executive Vice President & CFO

Geoffrey E. H. Corbett
Executive Vice President
Sales & Marketing

MURPHY

McKENNA

Jeffrey T. Hendrickson
Executive VP, Operations

John L. Yurish
Executive Vice President

John D. Livingston
Chief Information Officer

Pentastar Transportation Group

Dollar Rent A Car Systems, Inc.

6141 W. Century Blvd.
Los Angeles, CA 90045
(310) 776-8100
FAX: (310) 641-0410

Date Established		**1966**
U.S. Fleet	**Cars**	**58,500**
	Trucks	**N/A**
Worldwide Fleet		**93,500**
U.S. Locations		**526**
1991 Revenue		**N/A**

Officials

Gary Paxton
President

Robert Mathes
VP Marketing

Rich Razee
VP Operations

Henning Luessmann
VP Mktg./Sales
European Locations

Regional Offices

Northeast Region
95 Route 17 S.
Ste. 109
Paramus, NJ 07652
(201) 587-9400

Midwest Region
4333 Trans World Road
Ste. 320
Schiller Park, IL 60176
(708) 671-6326

Western Region
6141 W. Century Blvd.
Los Angeles, CA 90045
(213) 776-8100

PAXTON

RAZEE

Snappy Car Rental

5330 E. 31st St.
P.O. Box 21018
Tulsa, OK 74121-1018
(918) 621-1100
FAX: (918) 621-1198

Date Established		**1973**
U.S. Fleet	**Cars**	**15,000**
	Trucks	**0**
Worldwide Fleet		**15,000**
U.S. Locations		**200**
1991 Revenue		**$90 million**

Officials

R.W. (Dick) Titterud
President

Jeff Johnston
Vice President
Corporate Operations

TITTERUD

Thrifty Rent-A-Car System, Inc.

5330 E. 31st St.
City Plaza Complex
Tulsa, OK 74135
(918) 665-3930
FAX: (918) 669-2213

Date Established		**1962**
U.S. Fleet	**Cars**	**36,261**
	Trucks	**671**
Worldwide Fleet		**52,000**
U.S. Locations		**433**
1991 Revenue		**$371 million**

Officials

James R. Philion
President
Thrifty Rent-A-Car System, Inc.

Tom Bonner
Vice President
U.S. Licensee Operations
Thrifty Rent-A-Car System, Inc.

E. John Deterer
Director, KAM Car Operations
Thrifty Rent-A-Car System, Inc.

Steve Hildebrand
Vice President, Treasurer
Thrifty Rent-A-Car System, Inc.

Lloyd St. Clair
Vice President
Thrifty Rent-A-Car System, Inc.

Kathryn Taylor
Vice President &
General Counsel
Thrifty Rent-A-Car System, Inc.

PHILION

BONNER

DETERER

HILDEBRAND

ST. CLAIR

TAYLOR

Rollins Truck Rental/Leasing

P.O. Box 1791
Wilmington, DE 19899
(800) RLC-CORP
FAX: (302) 479-3504

Date Established		**1965**
U.S. Fleet	**Cars**	**0**
	Trucks	**21,000**
Worldwide Fleet		**21,000**
U.S. Locations		**200**
1991 Revenue		**$345 million**

Officials

David F. Burr
President

Larry Brown
Executive Vice President

Allen H. Kemp
Vice President, National Sales

Neil L. Vonnahme
Vice President, Sales

Ryder System, Inc.

P.O. Box 020816
Miami, FL 33102-0816
3600 N.W. 82nd Ave.
Miami, FL 33166-0816
(305) 593-3627
FAX: (305) 593-4129

CAMPBELL

Date Established		**1933**
U.S. Fleet	**Cars**	**0**
	Trucks	**160,000**
Worldwide Fleet		**160,000**
U.S. Locations		**900**
1991 Revenue		**$5.1 billion (est.)**

Officials

M. Anthony Burns
CEO, President & Chairman of the Board

Dwight D. Denny
Executive Vice President & General Manager Commercial Leasing and Services

C. Robert Campbell
Executive Vice President Human Resources

"My fleet information was stuck in gridlock..."

"The mountain of paperwork piled up fast. Inquiries about the fleet caused me days of frenetic work. I worried about how to stay in the driver's seat.

"Then, I got Car Fleet Control software. Now, it's a snap to track and verify all my costs, plus get national account data direct from my suppliers. I'm no computer expert, but in minutes, I get a full fleet cost analysis.

"This morning, I caught a $400 oil change mis-entered by my maintenance management company, scheduled all drivers in Cleveland due for brake jobs, found 30 vans in Miami that qualified for extended claims recovery, and calculated exactly what alternative fuels cost."

What's more, while this fleet manager prevented problems before they became headaches, each one of the company vehicles cost $300 less per year to operate.

And, that's just the beginning of how Car Fleet Control software liberates information from gridlock so you can make smarter fleet decisions. Best of all, it runs on any IBM compatible personal computer.

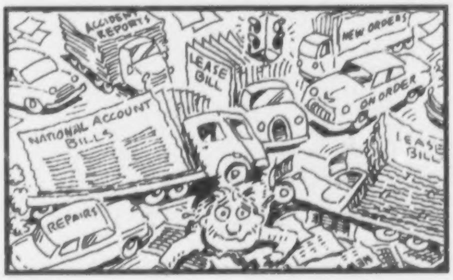
CALL TODAY FOR YOUR FREE TRIAL.

If you want better management of your fleet information and the right answers when your boss asks, "What can you do to reduce fleet costs?" call us today and we'll rush you a **NO OBLIGATION FREE TRIAL**. See why over 600 companies, worldwide, manage more than a million vehicles with Car Fleet Control software.

1-800-468-2411
(from 415 area code please dial 415-343-2836)
or FAX 415-343-3547

Car Fleet Control

Copyright 1992 Car Fleet Control Inc.



Circle 149 on Inquiry Card

U-Haul International, Inc.

2727 N. Central Ave.
Phoenix, AZ 85004
(800) 528-0361, in Arizona 263-6811
FAX: (602) 277-4329

Date Established		**1945**
U.S. Fleet	**Cars**	**0**
	Trucks	**70,000**
Worldwide Fleet		**70,000**
U.S. Locations		**9,841**
1991 Revenue		**approx. $1 billion**

Officials

E.J. "Joe" Shoen
President and
Chairman of the Board

Harry B. DeShong
Executive Vice President

Layton Baker
Vice President
Dealer Operations

DeSHONG

Value Rent-A-Car

2500 N. Military Trail, Ste. 300
Boca Raton, FL 33431
(407) 998-7200
FAX: (407) 998-2928

Date Established		**February 1951**
U.S. Fleet	**Cars**	**21,000**
	Trucks	**0**
Worldwide Fleet		**21,000**
U.S. Locations		**39**
1991 Revenue		**$100 million**

Officials

Kazuo Yoshida
President

Tatsuo Matsumoto
Senior Vice President
Finance & Administration

Jeffrey G. Davis
Senior Vice President
Operations

YOSHIDA

MATSUMOTO

DAVIS

WE EMPOWER CORPORATE RIDERS.

To establish your organization's transportation facilities, or to upgrade your existing vehicle fleet, take this first important step.

Talk to the people who are willing to listen to your specific needs, who can make solid recommendations based on nearly 70 years of experience, and who will work within your budgetary guidelines.

The Pacifico Fleet Group will provide the precise cars, trucks, vans or specialized vehicles your corporate riders need for maximum performance, safety, and pride in their jobs.

Pacifico
FLEET GROUP

MERCURY
LINCOLN

mazda
HYUNDAI

FORD

NAFA AFFILIATE

Call for complete information
Outside PA 1(800)492-1701 IN PA 1(215)492-1700

67th and ESSINGTON AVE.
PHILA., PA. 19153

Circle 150 on Inquiry Card

VEHICLE REMARKETERS

Anglo American Auto Auctions

435 Metroplex Drive
Nashville, TN 37211
(615) 333-1400
FAX: (615) 832-9152
or 333-2891

Date Established	1982
No. of Auctions	26
No. of Cars Sold - 1991	N/A

Officials

Michael J. Richardson
President & Chief
Executive Officer

Tony Moorby
Executive Vice President

Larry C. Reese
Senior VP & Chief
Financial Officer

Howard G. Haas
Vice President
Administration

Jeffrey J. Lenar
VP & General Counsel

James R. Buzzell
Treasurer

Robert A. McDevitt
Vice President
Sales & Marketing

Lawrence D. Mazur
Director of Marketing
& Communications

Pierre Pons
Director of Sales

Don Reig
Director of Import
Manufacturer Sales

Robert Lalain
Director of Manufacturer
& Government Sales

Glenn Barnes
Reg. Director of
Sales - Southeast

Austin McBride
Reg. Director of
Sales - Northeast

Chuck Novince
Reg. Director of
Sales - Midwest

Mike Russo
Reg. Director of
Sales - West

Jim Thompson
Reg. Director of
Sales - Southwest

Hugh Christopher
Natl. Fleet/Lease
Operations Mgr.

RICHARDSON

MOORBY

REESE

HAAS

BUZZELL

McDEVITT

MAZUR

PONS

REIG

LALAIN

BARNES

NOVINCE

RUSSO

CHRISTOPHER

Anglo American Management Services

435 Metroplex Drive
Nashville, TN 37211
(615) 333-1400
(708) 818-8901
FAX: (615) 333-3996

RAUSCHENBERG

KRESS

PERNA

WOMACK

Officials

Robert Rauschenberg
President

Thomas E. Kress
President of
AA Collateral
Recovery Inc.

Steve Perna
VP, Salvage Auction
Operations

Sid Womack
Director of Specialty Sales

AA Truck Services Inc. & First Team Auction

435 Metroplex Drive
Nashville, TN 37211
(615) 781-3213
FAX: (615) 831-3387

MISKOTTEN

JACKSON

SEYBOLD

Officials

Carl Miskotten
President
AA Truck & First Team

Don Shepherd
Director, AA Truck

Mike Jackson
Executive VP, First Team

Gary Seybold
Natl. Sales Mgr., First Team

INCREDIBLE
Let Us Show You How To Recover
More Dollars On Your Damaged Vehicles

WHAT'S THIS SALVAGE WORTH TO YOUR COMPANY?

91 Mercury Cougar
Salvage Return $6,500

90 Plymouth Voyager
Salvage Return $5,725

91 Mercury Sable
Salvage Return $7,050

WE CONSISTENTLY GET THE HIGHEST RETURN ON SALVAGE

Salvage Sales Agents for: CSAA, Farmers, Liberty Mutual, Gieco, UAC, Frontier, Pru, Met, Cal Farm, Budget, Action, Avis, Dollar, Reserve, Agency, Aetna, Fireman's Fund, Auto Insurance Service, Maryland Casualty, California Casualty, Hartford, Toyota Motor Credit, Chrysler Credit, Royal, Budget Rent A Truck, Reliance Pacific, ACSC, State Farm and many more.

WE HAVE the largest number of Qualified Bidders in California

- Our Buyers WANT wrecked CARS. We have 1000's of registered buyers and will sell only to licensed Auto Dealer, Dismantlers and Rebuilders.
- COPART is the Auto Dismantlers and Rebuilders best link to good late model salvage.

COPART, INC.
Salvage Auto Auction
282 Fifth Street
Vallejo, CA 94590
1-707-644-4468
Ask for Willis Johnson
or Steve Carson
Ask About Our Out of State Sales

LOCATIONS: VALLEJO • SACRAMENTO • HAYWARD • FRESNO • BAKERSFIELD

Circle 152 on Inquiry Card

Manheim Auctions

1400 Lake Hearn Drive
Atlanta, GA 30319
(800) 777-2053
FAX: (404) 843-5232

Date Established	**Fall 1945**
No. of Auctions	**48**
No. of Cars Sold - 1991	**2 million**

Officers and Sales Staff

Darryll Ceccoli
President

Robert E. Gartin
Vice President
Chief Financial Officer

D.A. Harrison
Vice President
Operations, Region V

Leon L. Lyon
Vice President
Operations, Region III

R.W. Pohle
Vice President
Operations, Region II

John E. Stower
Vice President
Operations, Region I

Brad Sturgeon
Vice President
Operations, Region IV
(303) 279-7118

L.A. Fazio
Vice President
Factory Operations

Richard E. Deckard
Vice President
Chief Information Officer

Michael F. Moumousis
Vice President
Marketing

Donald R. Kolb
Vice President
Marketing

Douglas E. Sifford
Vice President
Marketing

Joe Castana
National Account
Executive

Michael W. Christian
National Account
Executive

Warren V. Young
Vice Chairman

YOUNG

CECCOLI

HARRISON

LYON

STOWER

STURGEON

FAZIO

DECKARD

MOUMOUSIS

KOLB

SIFFORD

CHRISTIAN

ServNet

111 Lions Drive, Suite 217
P.O. Box 568
Barrington, IL 60011-0568
(708) 304-0707
FAX: (708) 304-0402

Date Established	**1988**
No. of Auctions	**14**
No. of Cars Sold - 1991	**N/A**

Officials

Larry Tribble
President

Harry Beyer
Director of Sales and Marketing

TRIBBLE

BEYER

Skyline Auction Group, Inc.

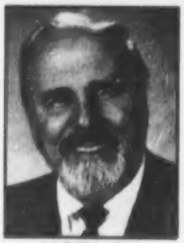
Route 46, P.O. Box 805
Fairfield, NJ 07004
(201) 227-0100
FAX: (201) 227-3047

Date Established	**1954**
No. of Auctions	**8**
No. of Cars Sold - 1991	**N/A**

NEDLIN

THEE

PRICE



KOZLOW

Officials

Leonard P. Nedlin
Chairman

Dennis M. Thee
President

Tina Price
VP Business Systems

Raymond Petrino
Group Controller

Eugene R. Kozlow
Major Account Representative

Your local ServNet Auction leads the way in performance, service & profits.

STATE LINE AUTO AUCTION
WAVERLY, NEW YORK

WEDNESDAY AUTO AUCTION

FLINT AUTO AUCTION

PADE
PENNSYLVANIA AUTO DEALERS' EXCHANGE, INC.

Buzz Cotton's
DYER AUTO AUCTION INC
Chicagoland's #1 Independent

Brasher's NORTHWEST AUTO AUCTION

CAROLINA Auto Auction

TRI-STATE AUCTION CO.

Greater Orlando Auto Auction

Brasher's SACRAMENTO AUTO AUCTION

WOLFE'S AUTO AUCTION INC.

SOUTHERN AUTO AUCTION

Brasher's Salt Lake Auto Auction

Idaho AUTO AUCTION

STATESVILLE AUTO AUCTION, INC.

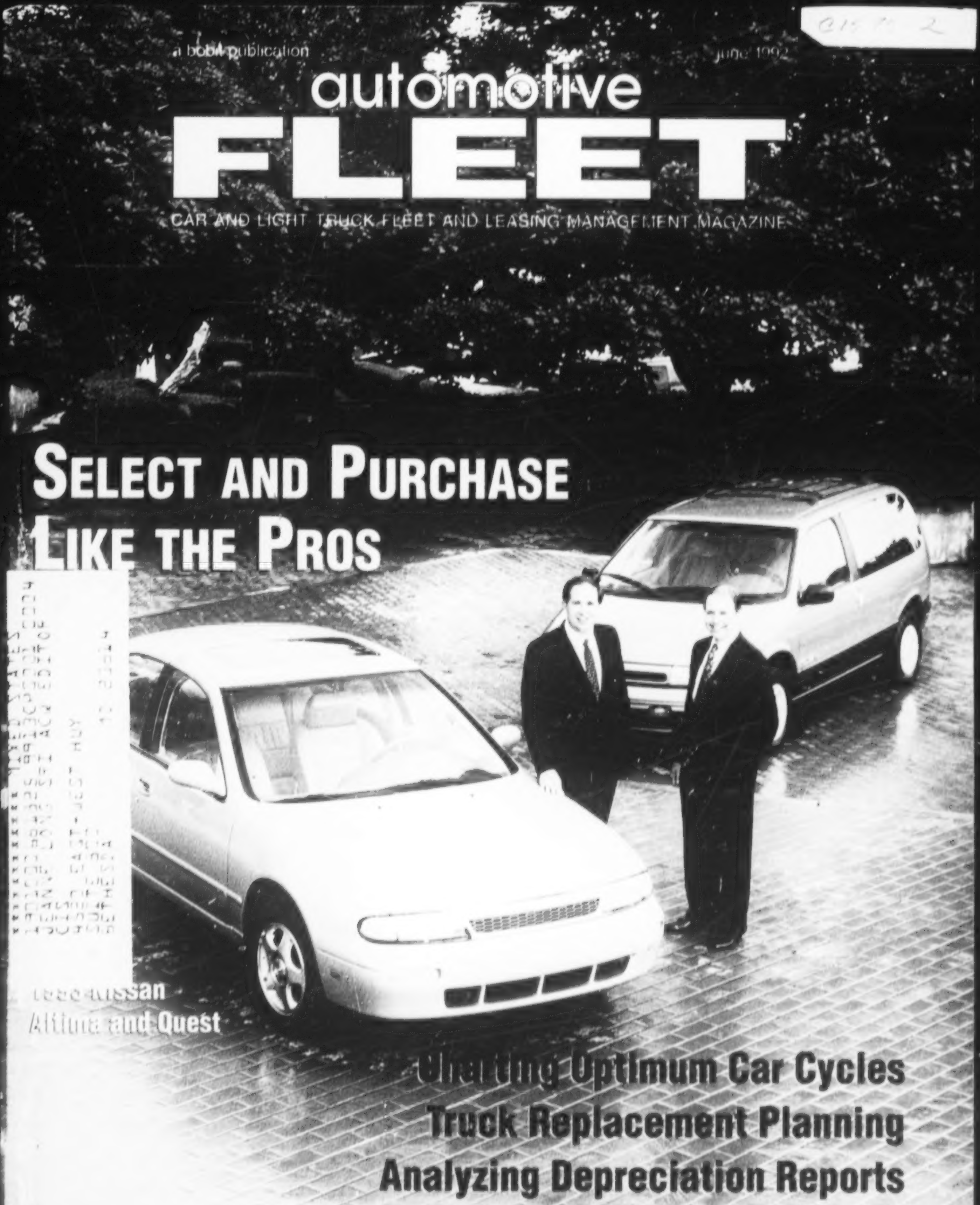
ARK-LA-TEX AUTO AUCTION

ServNet
America's Independent Auto Auction Network

111 Lyons Drive
Suite 217
Barrington, Illinois 60010

CONTACT:
Harry Beyer at
(708) 304-0707

Circle 154 on Inquiry Card



a bobit publication

june 1992

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

SELECT AND PURCHASE LIKE THE PROS

[illegible] Nissan
Altima and Quest

Charting Optimum Car Cycles

Truck Replacement Planning

Analyzing Depreciation Reports

New IRS Reimbursement Regs

Managing Cellular Costs

automotive
FLEET®
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

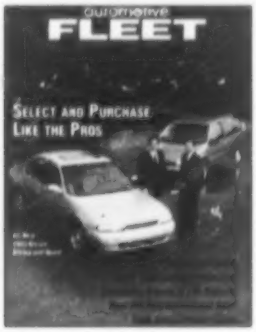
BOBIT PUBLISHING

June 1992
VOL. 31, NO. 8

Influencing the management of
5,072,000 cars and 2,209,000 light trucks
and vans in business, leasing, rental,
utility, government, police, and taxi fleets.

Page 16— With so much information to analyze, the selection and purchasing process can seem overwhelming. You can eliminate much of the legwork by knowing exactly what you need from a fleet vehicle.

Page 66— Light-duty truck replacement can either be costly, or cost effective. Making informed replacement decisions makes the difference.



On the Cover—Earl Hesterberg, vice president — general manager, Nissan Division (left), and Aaron Ashcraft, national fleet & leasing manager for Nissan (right), showcase the all-new 1993 Altima and Quest. For more information, see pages 12 and 40.

Features

16 **How to Burn Both Ends of the Selection and Purchasing Candle**
Find the point of financial equilibrium between cost and performance and you define the vehicle that best fits driver needs and corporate budgeting.

24 **Managing Depreciation Expense with Used-Vehicle Sales Reports**
Monitoring depreciation and bringing book depreciation in line with market depreciation can be made simpler by using used-vehicle sales reports.

31 **Developing a Cost-Effective Fleet Replacement Strategy**
Utilizing a blanket vehicle replacement policy of either "running long" or "running short" could be costing your fleet extra money.

40 **Nissan Targets Fleet Market with All-New Altima Model**
The Nissan Altima features a 2.4-L four-cylinder engine, room for five passengers, and ample trunk space for commercial materials.

42 **Centralized Billing Helps Fleets Manage Cellular Usage**
A consortium of cellular phone industry members has made it easier for fleet managers to track cellular cost allocation and containment.

50 **Employee Reimbursement Complicated by IRS Changes**
How you compensate employees for business use of their personal vehicles is becoming more intricate, thanks to new regulations.

54 **Alternative Fuels and Safety Highlight NAFA/AFLA Meetings**
Annual industry gatherings focus on issues facing the future of fleet management.

58 ***Automotive Fleet* Honors 1991's Top Fleet Dealers at AFLA Convention**
The top three fleet dealers by franchise received accolades at this annual event recognizing their sales achievements.

62 **Xerox Fleet's Integration into GE Capital: A Smooth Transition**
When GE Capital acquired LMV Leasing, Xerox's fleet became one of GE's new clients and the two companies used the opportunity to blend their quality processes.

Truck/Van Section

66 **Planning Replacement Periods for Light-Duty Trucks**
Guidelines and analysis to help you decide the most beneficial replacement periods for your light-duty truck and van fleet.

Departments

Letters 6
Industry News 8
Hotline 15
Truck/Van News 74
Leasing 78
Used-Car Prices 82
Personnel Personals 84
New Products 86
Gas Prices 86
Ad Index/Calendar 87
Classified 87
Editorial 88

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year, Canada $42 per year, Foreign $53 per year. Single copy price – $3. Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. Postmaster: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes: Auto Rental News, Bedroom, Business Driver, Installation News, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.

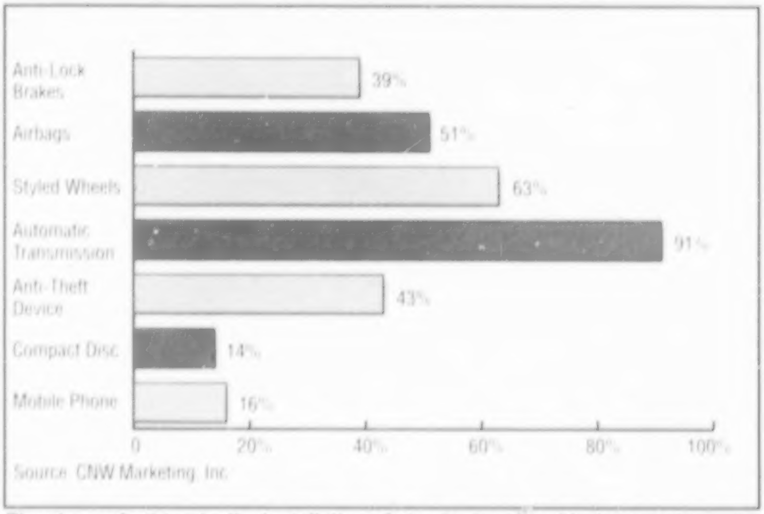
GE Capital Signs Agreement with McCaw Cellular

GE Capital Fleet Services and McCaw Cellular Communications signed an exclusive joint marketing agreement on April 2, 1992 to begin marketing cellular phone services to corporate car and truck fleets nationwide.

Under the agreement, GE Capital Fleet Services, headquartered in Eden Prairie, MN, will provide its corporate customers with various options dealing with the lease financing or purchase of cellular phones. McCaw will provide key operational features of the cellular program including phone selection and installation, national airtime access, management reporting, billing, and customer service. Data on the number of GE Capital Fleet Services' clients currently using cellular phones and the projected growth

(Continued on page 81)

Equipment Installations in Retail-Lease Vehicles (Includes Aftermarket Purchases)



Source: CNW Marketing, Inc.

The above chart tracks the installation of standard/optional factory equipment in retail lease units, along with aftermarket accessories which are purchased within six months of vehicle delivery. According to CNW Marketing in Bandon, OR, two trends are apparent from this data: First, consumers are seeking to enhance off-lease vehicles' resale values and second, new-car drivers are leasing not only to lower payments, but to move up a notch or two in automotive status.

BUICK
GMC TRUCKS
NISSAN

GOODMAN
BUICK • GMC • NISSAN

The Rocky Mountain region's largest fleet, lease, sales, service departments for Buick, GMC and Nissan.

We have:
- ★ extensive inventory
- ★ highly competitive pricing
- ★ drop shipments
- ★ personalized courtesy deliveries
- ★ daily rentals
- ★ parts and service
- ★ complete body shop service

Contact our qualified fleet professionals for assistance with your fleet and lease needs.

Bill Hamm • Michelle Mauler • David Long • Sue Tate, Fleet Secretary

(303) 794-5343 • FAX: (303) 794-5949

5850 So. Broadway • Littleton, CO 80121

Circle 142 on Inquiry Card

SONNEN
MOTORS Marin

ROLANDO VALIENTE
National Fleet Manager

Drop Shipments
Courtesy Deliveries
Out-of-Stock Purchases
Highly Competitive Prices

1-800-SONNEN-1

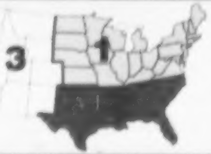
Sonnen Chevrolet-Olds-Geo-Hyundai
550 Francisco Blvd. West
San Rafael, CA 94901
415-721-1190   FAX: 415-453-1780
Where The Customer Comes First

Audi
BMW
Chevrolet
Geo
Hyundai
Lexus
Oldsmobile
Porche
Volkswagen

Circle 143 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending April 27,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



AVERAGE AUCTION PRICE Model	Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	4,827	4,877	4,762
Sedan	4,894	4,943	4,823
88 BUICK SKYHAWK			
Coupe	3,899	3,939	3,847
Sedan	3,957	3,996	3,900
91 BUICK SKYLARK			
Cust. Sedan	8,223	8,306	8,107
90 BUICK SKYLARK			
Cust. Sedan	6,684	6,752	6,592
91 BUICK CENTURY			
Cust. Sedan	9,751	9,849	9,616
90 BUICK CENTURY			
Cust. Sedan	7,134	7,207	7,033
91 BUICK LESABRE			
Cust. Sedan	11,960	12,080	11,795
90 BUICK LESABRE			
Cust. Sedan	9,366	9,460	9,235
91 CADILLAC DEVILLE			
Coupe	18,762	18,950	18,501
Sedan	18,947	19,138	18,683
90 CADILLAC DEVILLE			
Coupe	15,546	15,703	15,329
Sedan	15,705	15,862	15,485
91 CADILLAC SEVILLE			
Sedan	18,502	18,687	18,245
90 CADILLAC SEVILLE			
Sedan	15,747	15,905	15,525
91 CHEVY BERETTA			
Coupe	8,031	8,112	7,922
90 CHEVY BERETTA			
Coupe	6,641	6,707	6,546
91 CHEVY CORSICA			
LT 4 Dr	7,708	7,783	7,599
90 CHEVY CORSICA			
Ntchbk. 4 Dr	6,094	6,153	6,008
91 CHEVY CAVALIER			
Sedan	6,182	6,244	6,095
90 CHEVY CAVALIER			
Sedan	4,709	4,757	4,643
89 CHEVY CELEBRITY			
Sedan	4,233	4,278	4,173
91 CHEVY CAPRICE			
Sedan	10,339	10,443	10,195
90 CHEVY CAPRICE			
Sedan	7,340	7,414	7,237
91 CHRYSLER LEBARON			
Sedan	9,170	9,262	9,041
90 CHRYSLER LEBARON			
Sedan	8,165	8,245	8,049
91 CHRYSLER NEW YORKER			
Salon Sedan	11,427	11,543	11,268
90 CHRYSLER NEW YORKER			
Sedan	9,590	9,685	9,455
89 CHRYSLER FIFTH AVENUE			
Sedan	8,013	8,095	7,901
88 CHRYSLER FIFTH AVENUE			
Sedan	6,171	6,233	6,085
89 DODGE ARIES AMERICA			
Sedan	3,887	3,925	3,833
88 DODGE ARIES AMERICA			
Sedan	3,070	3,098	3,025
90 DODGE SHADOW			
Lftbk. 5 Dr.	5,831	5,888	5,749
91 DODGE DYNASTY			
Sedan	8,707	8,794	8,584
91 FORD ESCORT			
Htchbk. 4 Dr. LX	6,319	6,383	6,231
90 FORD ESCORT			
Htchbk. 4 Dr. LX	4,767	4,815	4,698
91 FORD MUSTANG			
LX 4 Coupe	7,913	7,993	7,804
91 FORD TEMPO			
GL Sedan 4 Dr	6,859	6,929	6,763
90 FORD TEMPO			
GL Sedan 4 Dr	5,476	5,528	5,396
91 FORD TAURUS			
GL Sedan 4 Dr	9,874	9,973	9,736
90 FORD TAURUS			
GL Sedan 4 Dr	7,484	7,560	7,381
91 FORD CROWN VICTORIA			
Sedan	11,292	11,403	11,132
90 FORD CROWN VICTORIA			
Sedan	9,082	9,174	8,957
91 FORD THUNDERBIRD			
Coupe	10,454	10,560	10,307
90 FORD THUNDERBIRD			
Coupe	8,205	8,288	8,091
91 LINCOLN			
Town Car Sedan	18,407	18,592	18,150
Mark VII LSC Coupe	18,841	19,030	18,578
Continental Sedan	17,052	17,223	16,813
90 LINCOLN			
Town Car Sedan	15,744	15,900	15,522
Mark VII LSC Coupe	14,859	15,038	14,650
Continental Sedan	14,208	14,352	14,011
91 MAZDA 626			
LX Sedan 4 Dr	10,207	10,310	10,125
91 MERCURY COUGAR			
LS Coupe	10,862	10,973	10,711
90 MERCURY COUGAR			
LS Coupe	8,943	9,032	8,816
91 MERCURY TOPAZ			
GS Sedan 4 Dr	6,992	7,061	6,898
90 MERCURY TOPAZ			
GS Sedan 4 Dr	5,606	5,664	5,528
91 MERCURY SABLE			
GS Sedan 4 Dr	10,047	10,148	9,907
90 MERCURY SABLE			
GS Sedan 4 Dr	7,581	7,657	7,474
91 MERCURY GRAND MARQUIS			
GS Sedan	11,581	11,697	11,417
90 MERCURY GRAND MARQUIS			
GS Sedan	9,672	9,767	9,534
91 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,556	6,621	6,502
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	5,530	5,585	5,485
91 NISSAN MAXIMA			
SE Sedan	15,441	15,595	15,318
90 NISSAN MAXIMA			
SE Sedan	13,605	13,742	13,497
91 NISSAN SENTRA			
Sedan 2 Dr	6,723	6,793	6,670
90 NISSAN SENTRA			
Sedan 2 Dr	5,874	5,932	5,827
91 NISSAN STANZA			
XE Sedan 4 Dr	9,330	9,422	9,253
90 NISSAN STANZA			
Ntchbk. 4 Dr	8,335	8,418	8,269
91 OLDS CIERA			
S Coupe	9,664	9,761	9,528
Sedan	9,751	9,849	9,616
90 OLDS CIERA			
Coupe	7,192	7,261	7,091
Sedan	6,888	6,958	6,791
91 OLDS CALAIS			
Sedan	7,343	7,416	7,241
90 OLDS CALAIS			
Sedan	5,942	6,002	5,859
91 OLDS CUTLASS SUPREME			
Coupe	10,588	10,694	10,438
90 OLDS CUTLASS SUPREME			
Coupe8,195	8,276	8,079	
91 OLDS 98 REGENCY			
Sedan	18,832	19,018	18,569
90 OLDS 98 REGENCY			
Sedan	14,851	14,999	14,643
89 PLYMOUTH RELIANT			
Sedon	3,868	3,907	3,814
98 PLYMOUTH RELIANT			
Sedan	3,070	3,098	3,025
91 PLYMOUTH SUNDANCE			
Lftbck. 5 Dr	6,106	6,167	6,020
90 PLYMOUTH SUNDANCE			
Lftbk. 4 Dr	5,444	5,497	5,369
89 PLYMOUTH GRAN FURY			
Sedan	4,182	4,223	4,122
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,251	3,282	3,205
91 PLYMOUTH ACCLAIM			
Sedan	7,245	7,318	7,144
91 PONTIAC SUNBIRD			
SE Coupe	7,416	7,492	7,312
LE Sedan	7,041	7,112	6,941
90 PONTIAC SUNBIRD			
SE Coupe	5,854	5,912	5,768
LE Sedan	5,649	5,705	5,571
91 PONTIAC 6000			
LE Sedan	9,368	9,461	9,238
90 PONTIAC 6000			
LE Sedan	6,894	6,963	6,796
91 PONTIAC GRAND AM			
LE Sedan	7,917	7,996	7,806
90 PONTIAC GRAND AM			
LE Sedan	6,666	6,732	6,573
91 PONTIAC BONNEVILLE			
LE Sedan	11,561	11,679	11,401
90 PONTIAC BONNEVILLE			
LE Sedan	9,143	9,234	9,015
91 PONTIAC GRAND PRIX			
Coupe	10,620	10,727	10,474
90 PONTIAC GRAND PRIX			
Coupe	8,098	8,178	7,984
91 SUBARU LEGACY			
Sedan 4 Dr	7,734	7,814	7,673
91 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	10,794	10,903	10,710
90 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	9,040	9,129	8,966
91 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	8,122	8,204	8,056
90 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	6,491	6,556	6,439
91 TOYOTA CRESSIDA			
Lux Sedan	14,134	14,273	14,021
90 TOYOTA CRESSIDA			
Lux Sedan	12,066	12,188	11,969
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	7,342	7,414	7,283
89 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	4,079	4,121	4,046
91 VOLVO			
240 Sedan	14,230	14,374	14,117
90 VOLVO			
240 DL Sedan	11,257	11,368	11,106

PRODUCTS/SERVICES

SECURITY

Maxon Introduces Portable Car Alarm

The new MRAS-300 from Maxon is an over-the-window alarm that emits a piercing, 110 decibel siren for 40 seconds when activated by motion or vibration. If the disturbance activating the alarm does not continue, the alarm automatically resets itself. A keychain remote control transmitter may be used to arm and disarm the alarm. In addition, the alarm can be set to varying degrees of sensitivity to ensure against false alarms. *Maxon.*

Circle 230 on Inquiry Card

PRICING SOFTWARE

Gold Book Software Offers Used-Vehicle Sales Data

The Electronic Valuation and Auction Result Software (EVA) combines calculated valuations for used vehicles using actual figures from Manheim Auctions' sales data.

The software allows fleet managers to completely customize a price for a vehicle according to make, model, year, style, options, and features. User-friendly windows display models and styles so the correct vehicle is always selected.

Mileage deductions are made automatically, as are the additions/deductions associated with convenience features, sport packages, engine options, and luxury packages. The touch of one key brings up a window displaying actual Manheim auctions' sales results for vehicles most like the one selected. *The Gold Book.*

Circle 231 on Inquiry Card

STORAGE TANK FUEL FILTERS

New Fuel Storage Filters Compatible with Methanol

The Facet Quantek Fuel-Gard Filter for underground storage tanks eliminates the need for multiple dispenser filters while eliminating the potential for leaks and spillage associated with filter changes. The Fuel-Gard filter's modular system is compatible with both gasoline and methanol, and may be installed on existing tanks for compliance with EPA upgrade requirements for leak detection, as well as for spill and overfill protection. *Facet Quantek.*

Circle 232 on Inquiry Card

GAS/DIESEL PRICES

April 24, 1992	**Nationwide Prices**	**Regular Unleaded Gas**	**Diesel**
	Full-Serve	**134.13**	**141.60**
	Self-Serve	**106.81**	**117.18**

	Regular Unleaded Gas		**Diesel**	
City*	**Full-Serve**	**Self-Serve**	**Full-Serve**	**Serve-Serve**
Atlanta, GA	142.01	99.77	141.79	109.39
Boston, MA	121.73	106.92	127.76	120.97
Chicago, IL	157.20	115.13	147.65	124.62
Dallas, TX	154.02	105.03	158.35	115.33
Denver, CO	163.36	119.29	148.50	120.04
Detroit, MI	154.45	105.59	133.78	113.55
Houston, TX	151.22	104.43	151.69	117.99
Los Angeles, CA	150.83	115.26	151.15	124.82
Memphis, TN	153.73	106.45	156.10	119.57
Miami, FL	147.87	103.97	152.44	118.54
Minneapolis, MN	152.87	110.82	113.40	113.12
New Orleans, LA	163.80	108.92	146.57	120.11
Omaha, NE	134.46	113.31	132.50	116.59
Philadelphia, PA	136.14	102.27	140.40	117.34
Phoenix, AZ	152.59	110.54	151.15	128.03
Portland, OR	137.80	118.51	127.61	126.63
San Francisco, CA	153.54	115.28	159.36	127.75
Seattle, WA	151.52	111.91	151.51	122.62
St. Louis, MO	137.87	98.73	124.73	104.03
Washington, D.C.	151.40	105.52	151.53	120.99

Source: Lundberg Survey Inc. ©1992. P.O. Box 3996, N. Hollywood 91609. 818-768-5111

** The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey Inc. All prices include taxes and are rounded up to the closest hundredth of a cent.*

automotive
FLEET

Company Car Policy Manual

contains: detailed fleet policies, procedures and sample forms

AVAILABLE AS:

- **book $20.00**
- **diskette $35.00**

Includes postage and handling

Diskette orders: specify word processing format desired.

Send check made out to Bobit Publishing with order to:

Policy Manual
Bobit Publishing Co.
2512 Artesia Blvd.
Redondo Beach, CA 90278

Special Truck & Van Issue

a bobit publication

july 1992

automotive FLEET®

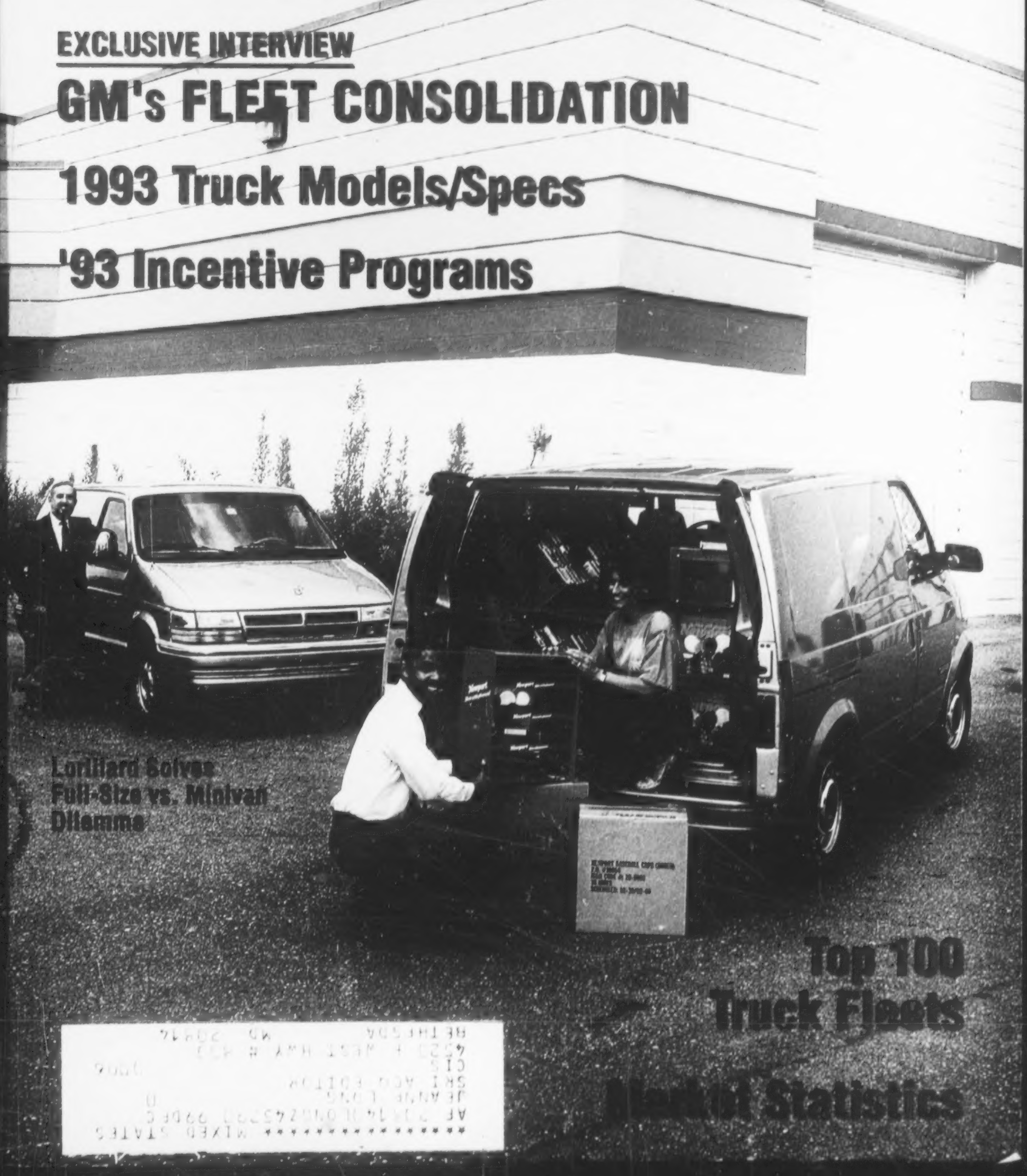
THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

EXCLUSIVE INTERVIEW

GM's FLEET CONSOLIDATION

1993 Truck Models/Specs

'93 Incentive Programs



Lorillard Solves Full-Size vs. Minivan Dilemma

Top 100 Truck Fleets

Market Statistics

**************** MIXED STATES
AF 20814 0 0NGZ45290 99DEC
JEANNE LONG D
SRI ACQ EDITOR
CIS 9006
4520 E WEST HWY # 430
BETHESDA MD 20814

automotive
FLEET®
THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

July 1992
VOL. 31, NO. 9

Influencing the management of
5,072,000 cars and 2,209,000 light trucks
and vans in business, leasing, rental,
utility, government, police, and taxi fleets.

Page 24 *— The Mercury Villager is one of the all-new van models premiering in the 1993-model year.*

Page 42 *— GM's new Fleet Operations' Executive Director George Frink says fleets will find the new organization more responsive to their needs.*

On the Cover: *Sal Giacchi (left), Lorillard Tobacco Co.'s director, fleet operations and travel, poses with sales representatives Mark Wilson and Karen Welling who demo a new minivan siderack. (See page 74.)* Photography by Alan Lowy & Assoc.

Features

16 **Light and Medium Truck Market Statistics**
Fleet and total 1991 U.S. sales for domestic and import trucks.

24 **GM, Chrysler, Ford, Nissan, and VW Intro New Models**
All-new trucks, vans, and sport/utility vehicles spice up the 1993-model year.

31 **The Latest in Truck/Van Bodies and Upfitted Equipment**
This showcase offers a look at new products from upfitters and manufacturers of pickup truck bed systems, truck/van bodies, and van interiors and equipment.

36 **Truck and Van Vendor Directory**
A comprehensive listing of upfitters and equipment and accessory manufacturers serving the truck and van market.

42 **General Motors' Newly-Consolidated Fleet Operations**
In an AF exclusive, George Frink, executive director of GM's recently-consolidated Fleet Operations department, discusses the new organization.

52 **1993 Fleet Incentives Announced by GM and Chrysler**
GM's 1993-model year incentive program is based on a percentage of MSRP for cars. Chrysler's programs offer allowances ranging from $200 to $1,250.

56 **Truck and Van Fleets Show Increase in Volume**
Sixteen fleets reappearing from last year's Top 100 Commercial Truck and Van listing registered an average increase of 407 vehicles per fleet.

57 **The 1992 Top 100 Commercial Truck and Van Fleets**
Automotive Fleet *presents its annual listing of the 100 largest commercial Class 1-5 truck and van fleets.*

74 **New Minivan Rack Eliminates Need to Switch to Full-Size Vans**
Lorillard Tobacco Co. was able to stay with minivans by working with upfitter Adrian Steel Co. to design a space-efficient storage rack.

78 **Pickup Truck Bed Systems Accentuate Fleet Productivity**
Profiles of four fleets successfully utilizing pickup truck bed systems such as bedliners, shelves, and ladder racks to maximize truck bed space and longevity.

82 **1993-Model Year Truck and Van Specifications**
A model-by-model listing of select specifications for Class 1-5 trucks, vans, and sport/utilities.

88 ***Automotive Fleet* 1992 Fact Book Update**
Here are some additions to the Automotive Fleet *1992 Fact Book.*

Departments

Letters 6
Industry News 8
Hotline 15
Truck and Van News 92
Leasing 96
Used-Car Prices 98
Personnel Personals 100
Products/Services 102
Gas Prices 104
Calendar/Ad Index 105
Classified 105
Editorial 106

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year, Canada $42 per year, Foreign $53 per year. Single copy price – $3. Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. Postmaster: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes: Auto Rental News, Bedroom, Business Driver, Installation News, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.

INDUSTRY NEWS

ALTERNATIVE-FUELS REPORT

Xerox Begins Fleet Test of Variable-Fueled Vehicles

Asserting that "We can't wait for clean air," Xerox Corp. company officials announced the purchase of 100 variable-fueled Chevrolet Luminas making it the nation's largest private fleet of M-85 vehicles. The variable-fueled Luminas, which include one of the most technologically-advanced variable-fuel systems in the automotive industry, can run on 85 percent methanol, unleaded gasoline, or a combination of the two fuels.

"This is an aggressive step to prove that private industry can take the lead — and must step up to the challenge — in safeguarding the environment," said Charles Roby, vice president of customer service operations for U.S. customer operations at Xerox.

During the next two years, Xerox service personnel will drive the cars a total of 1.8 million miles and help evaluate their performance. Ron Pink, Xerox business manager — vehicle fleet, says GE Capital Fleet Services, from whom the vehicles are leased, will gather data on such factors as miles per gallon, resale potential, and driver response after the first one million miles of use. The vehicles were acquired as part of the Drive Clean California program, a State of California demonstration project that aims to put 5,000 alternative-fuel vehicles on the road. The California Energy Commission is paying the $2,000 price difference between the cost of a variable-fuel equipped Lumina and a standard gasoline-powered Lumina.

In addition to the variable-fueled Luminas being put into the fleet, Xerox currently operates a fleet of 45 propane-powered vans that it uses in a van pool commuter program at its El Segundo plant. "Jack Morrical of Midway Truck & Coach was instrumental in bringing these alternative-fueled vans to our attention back in 1986-87," says Pink. "He really helped Xerox, and other companies, realize what an important role alternative-fueled vehicles would play in our not-to-distant future."

NAFA Safety Survey Results: 1991 Calendar Year

Number of Reporting Fleets:	580
Number of Vehicles in Reporting Fleets:	294,643
Total Miles Driven:	2,356,163,193
Average Miles per Vehicle, per Quarter:	7,854
Total Reportable Accidents:	23,192
Total Preventable Accidents:	10,557
Total Non-Preventable Accidents:	12,635
Total Accident Ratio per Million Miles:	43.39
Preventable Accidents per Million Miles:	19.66
Non-Preventable Accidents per Million Miles:	23.73
Personal Injuries:	1,417
Fatalities:	17
Total Vehicular Damage:	$20,614,935
Vehicle Damage Per Reportable Accident	$1,019

Source: National Association of Fleet Administrators

(L to R) Bill Gallagher, director — alternative fuels task force and director of consulting services for GE Capital Fleet Services, Ron Pink, Xerox business manager — vehicle fleet, and Jack Morrical, president of Midway Truck & Coach examine the first deliveries of Xerox Corp.'s purchase of 100 variable-fueled Chevrolet Luminas.

Federal Express to Test Five Alternative Fuels in CA

More than 100 Federal Express delivery vans serving the Southern California area have become the "CleanFleet" of test vehicles in a landmark study of five alternative fuels that began in June. The project fleet, officially named the South Coast Alternative Fuels Demonstration Project, consists of 113 new package delivery vans built specifically for use by Federal Express Corp. as part of its 1,200-plus vehicle fleet in Southern California. The vehicles will be used to evaluate ethanol, compressed natural gas, electricity, propane, and reformulated gasoline. Test data will be collected on performance, reliability, safety, maintenance, and durability. A coalition of federal and state agencies, auto makers, and fuel companies as-

U.S. Truck Market Statistics

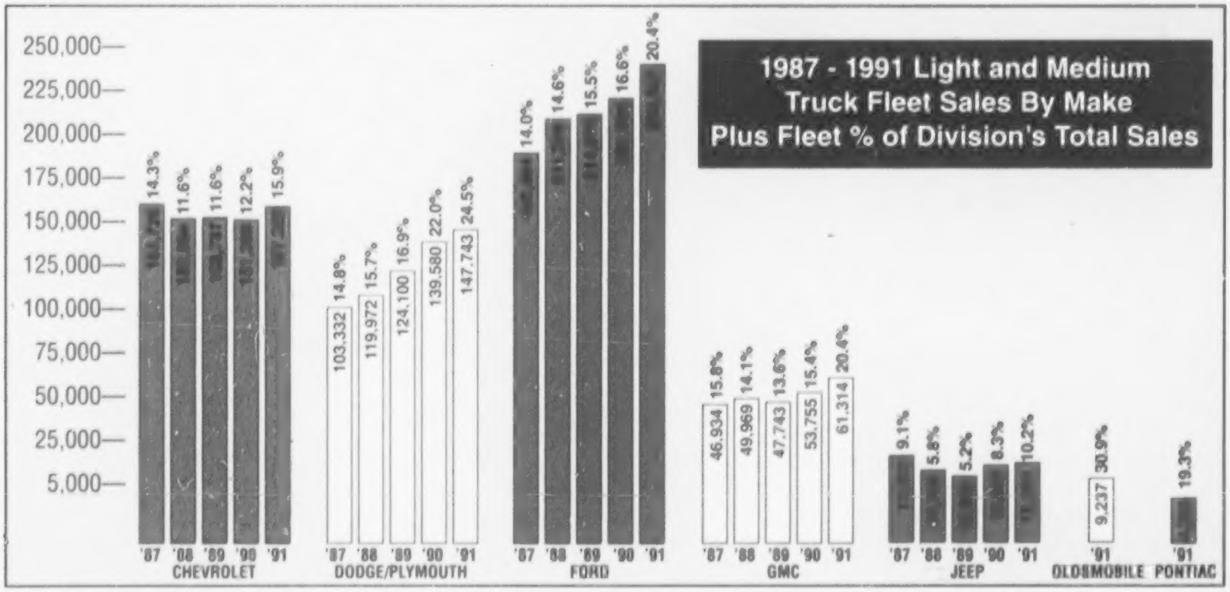
Classes 1 - 5 New Truck Sales/Registrations Reported.
National and Fleet Totals by Calendar Year.

MAKE		1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989*	1990*	1991*
CHEVROLET	Total	726,358	891,125	1,072,231	1,209,012	1,198,856	1,146,472	1,314,667	1,323,305	1,240,062	1,058,547
	Fleet	97,514	90,688	133,969	174,500	162,589	163,726	152,564	153,737	151,388	167,282
	% Fleet	13.4%	10.2%	12.5%	14.4%	13.6%	14.3%	11.6%	11.6%	[illegible]	15.8%
DODGE & PLYMOUTH	Total	228,232	263,687	503,967	606,388	598,159	697,773	763,309	735,184	634,931	602,161
	Fleet	29,078	28,491	53,727	112,677	65,029	103,332	119,972	124,100	139,580	181,161
	% Fleet	12.7%	10.8%	10.7%	18.6%	10.9%	14.8%	[illegible]	[illegible]	[illegible]	30.1%
FORD	Total	689,941	905,846	1,111,832	1,189,053	1,296,181	1,376,037	1,443,060	1,388,780	1,340,342	1,251,968
	Fleet	101,471	106,263	142,163	220,308	206,187	192,884	211,209	214,970	222,904	259,457
	% Fleet	14.7%	11.7%	12.8%	18.5%	15.9%	[illegible]	[illegible]	15.5%	16.6%	20.4%
GMC	Total	186,257	224,718	268,858	309,126	304,133	298,435	354,282	350,090	348,705	306,140
	Fleet	23,772	23,244	37,685	43,403	44,278	46,934	49,969	47,743	53,755	61,314
	% Fleet	12.8%	10.3%	14.0%	14.0%	14.6%	[illegible]	[illegible]	13.6%	15.4%	20.0%
JEEP	Total	62,097	76,453	148,040	181,939	195,973	203,625	263,454	249,170	191,805	156,258
	Fleet	3,816	1,947	5,971	18,222	18,312	18,621	14,750	12,835	15,867	15,933
	% Fleet	6.1%	2.5%	4.0%	10.0%	9.3%	9.1%	5.6%	5.2%	8.3%	10.2%
OLDSMOBILE	Total	—	—	—	—	—	—	—	—	—	30,859
	Fleet	—	—	—	—	—	—	—	—	—	9,237
	% Fleet	—	—	—	—	—	—	—	—	—	29.9%
PONTIAC	Total	—	—	—	—	—	—	—	—	—	23,186
	Fleet	—	—	—	—	—	—	—	—	—	4,283
	% Fleet	—	—	—	—	—	—	—	—	—	18.5%
DOMESTIC TOTAL	Total	1,892,885	2,361,829	3,104,928	3,495,517	3,591,302	3,719,342	4,128,762	4,046,458	3,756,845	3,429,116
	Fleet	255,651	250,633	373,515	569,110	496,395	525,497	548,464	553,385	583,494	698,667
	% Fleet	[illegible]	[illegible]	12.0%	16.3%	13.8%	14.1%	[illegible]	[illegible]	15.5%	20.4%
IMPORT TOTAL	Total	310,809	414,951	611,346	782,795	881,725	700,703	622,401	568,397	474,256	420,845
	Fleet	26,558	43,382	77,563	99,201	108,240	49,788	49,635	49,379	50,296	48,791
	% Fleet	[illegible]	[illegible]	[illegible]	[illegible]	12.3%	7.1%	[illegible]	[illegible]	[illegible]	11.6%
INDUSTRY TOTAL	Total	2,203,694	2,776,780	3,716,274	4,278,312	4,473,027	4,420,045	4,751,163	4,614,855	4,230,101	3,849,961
	Fleet	282,209	294,015	451,078	668,311	604,644	575,285	598,299	602,764	633,790	747,458
	% Fleet	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	19.4%

* Domestic totals include all classifications of trucks including sport/utility vehicles

Source: Automotive Fleet Research Dept.

Total	Fleet	% Fleet



Import Light & Medium Truck Market Statistics*

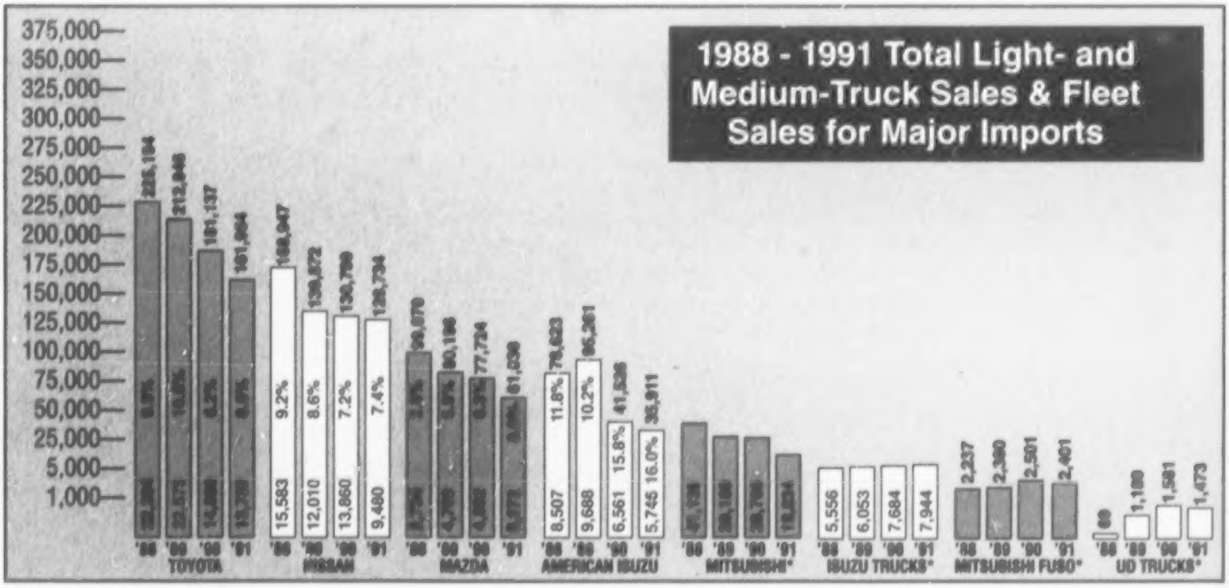
Classes 1 - 5 New Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet *Research Dept.*

MAKE	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989*	1990*	1991*
TOYOTA	143,439	170,000	244,072	327,989	381,861	263,754	225,194	212,846	181,137	161,945
	10,936	23,387	41,860	61,517	72,184	26,008	22,204	22,575	14,899	13,737
	7.6%	13.8%	17.2%	18.8%	18.9%	9.9%	9.9%	10.6%	8.2%	8.5%
NISSAN	106,440	132,088	194,414	256,313	215,000	167,058	168,947	139,872	130,799	128,734
	13,430	12,073	19,491	23,156	18,030	12,064	15,583	12,010	9,341	9,480
	12.6%	9.1%	10.0%	9.0%	8.4%	7.2%	9.2%	8.6%	7.2%	7.4%
MAZDA	40,661	75,751	118,368	114,614	157,127	128,347	99,070	80,196	77,724	61,038
	2,192	5,747	6,610	6,544	10,103	3,416	2,734	4,769	4,892	5,272
	5.3%	7.6%	5.6%	5.7%	6.4%	2.7%	2.8%	5.9%	6.3%	8.6%
AMERICAN ISUZU	17,669	26,211	37,443	52,306	86,680	82,613	78,623	95,261	41,526	35,911
		2,175	9,602	7,984	7,932	8,300	8,507	9,688	6,561	5,746
		8.3%	25.6%	15.3%	9.2%	10.0%	11.8%	10.2%	15.8%	16.0%
MITSUBISHI	931	9,222	14,943	27,100	34,965	51,862	41,139	29,189	28,766	18,834
							807	337	299	173
							2.0%	1.2%	1%	1%
IVECO	1,669	1,679	2,106	1,948	1,411	1,268	1,556	1,411	2,538	2,565
ISUZU TRUCK				2,526	4,661	4,625	5,566	6,053	7,684	7,944
MITSUBISHI FUSO						976	2,237	2,380	2,501	2,401
UD TRUCKS-NISSAN DIESEL AMERICA							69	1,189	1,581	1,473
IMPORT TOTAL	310,809	414,961	611,346	702,795	861,725	700,703	622,401	568,397	474,256	420,845
FLEET TOTAL	26,558	43,382	77,563	99,201	108,249	49,788	49,835	49,379	50,296	48,791
% FLEET	8.0%	10.0%	13.0%	13.0%	12.0%	7.0%	8.0%	8.0%	10.6%	11.6%

*Light-duty truck registrations only.

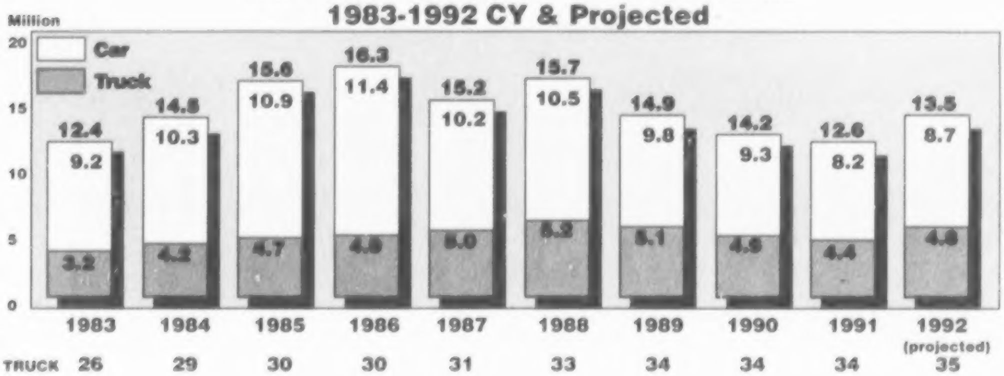
Total · Fleet · % Fleet



*Retail registration figures only.

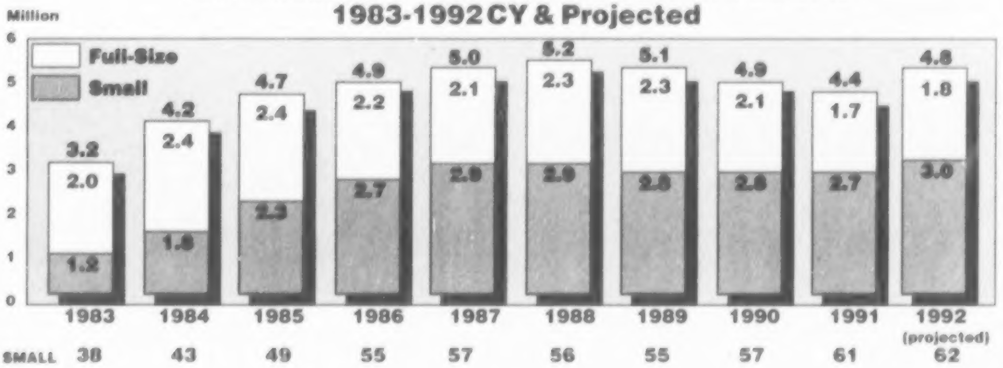
U.S. Truck Statistics

Total Industry Sales — Cars vs. Trucks
1983-1992 CY & Projected



Trucks sales increased during the period 1983-88 from 3.2 million and only 26 percent of the industry to the all-time industry record in 1988. After decreases in the period of 1989 to 1991, sales are expected to increase in 1992.

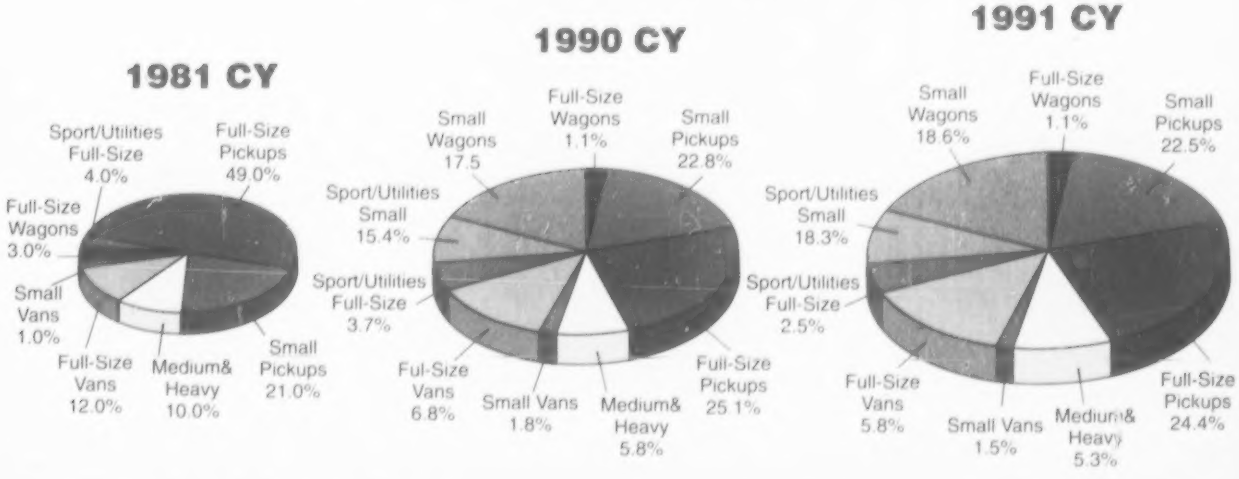
Total Industry Truck Sales - Small vs. Full Size
1983-1992 CY & Projected



1,200,000 small trucks were sold in 1983 for 38 percent of the market. In contrast, 2.7 million small trucks were sold in 1991 for 61 percent of the market. These 2.7 million small trucks sales were almost as large as the entire truck market in 1983.

Total Truck Market Registrations

Market Share by Vehicle Type & Size



The 1992 Top 100

Commercial Truck and Van Fleets

(Includes Classes 1-5)

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
1	1	UNITED PARCEL SERVICE Atlanta, GA	Don Parkinson	X	—	62,000
2	5	FEDERAL EXPRESS CORP. Memphis, TN	Harold Idell	X	ARI, GEC Fleet	24,908
3	6	QUALITY BAKERS AMERICA Greenwich, CT	John Urick	X	—	17,000
4	9	SEARS, ROEBUCK AND CO. Chicago, IL	William Jones III	X	—	15,006
5	10	FRITO-LAY, INC. Dallas, TX	Tom Smith	X	—	11,500
6	11	XEROX CORP. Rochester, NY	Ron Pink	—	GEC Fleet	10,000
7	13	CONTINENTAL BAKING CO. St. Louis, MO	Paul Walsh	X	—	8,868
8	15	AIRBORNE FREIGHT CORP. Seattle, WA	Gerry Madrid	X	—	6,500
9	18	BORDEN, INC. Columbus, OH	Ron Cushy	X	Beafinser, Ryder Bank Amerilease	6,085
10	19	ARA SERVICES, INC. Philadelphia, PA	Ralph Jamic	X	GEC Fleet	5,946
11	21	INTERSTATE BRANDS CORP. Kansas City, MO	Gary Pasche	X	—	5,190
12	49	TERMINIX, INC. Memphis, TN	Andy Gunnell	—	Wheels	4,850
13	20	CHEMLAWN Columbus, OH	Ken Cheverko	X	BLC Truck Leasing, GEC Fleet, Triathalon	4,806
14	23	SHELL OIL CO. Houston, TX	Doug Wildman	X	GEC Fleet	4,544
15	35	CSX TRANSPORTATION Jacksonville, FL	Jim Fronckoski	X	ARI, Bank Amerilease	4,480
16	24	CAMPBELL TAGGART, INC. Dallas, TX	Ra Grzywinski	X	—	4,200
17	25	ASHLAND OIL, INC. Ashland, KY	William D. Bloss	X	BLC Corp.	4,191
18	27	ROLLINS, INC. Atlanta, GA	John Willis	X	B&M, World Omni	4,022
19	29	VPSI Troy, MI	Kenneth Sieloff	X	—	3,930

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
20	33	TEXACO, INC. White Plains, NY	Art Fritz	—	PHH	3,921
21	30	AMOCO CORP. Chicago, IL	Richard Lynch	X	PHH, GEC Fleet	3,675
22	54	BURLINGTON NORTHERN RAILROAD	John Long St. Paul, MN	X	—	3,610
23	36	EMERY WORLDWIDE Palo Alto, CA	Dean Wright	X	Penske	3,500
24	39	EXXON COMPANY U.S.A. Houston, TX	John Dewees	X	ARI	3,500
25	38	SERVICE AMERICA CORP. Stamford, CT	Wilber Wachter	X	PHH, Wheels	3,439
26	34	GOODYEAR TIRE & RUBBER CO. Akron, OH	Joanne Rinehart	X	PHH	3,150
27	63	DOW CHEMICAL USA Midland, MI	Sue Soper	—	GEC Fleet, Wheels	3,026
28	43	PHILLIPS PETROLEUM CO. Bartlesville, OK	James I. Grillot	X	—	3,013
29	44	ENTENMANN'S BAKERY, INC. Bay Shore, NY	Gene Bianco	X	—	3,010
30	46	PHILIP MORRIS USA New York, NY	Gregory Tarring	—	PHH, GEC Fleet	3,000
31	47	SIEMENS NIXDORF/TELPLUS Boca Raton, FL	Robert Fisher	—	ARI, Mike Albert Leasing	3,000
32	48	TENNECO, INC. Houston, TX	Tiny Robertson	X	—	3,000
33	41	TW SERVICES Spartanburg, SC	Helen Cook	X	ARI	2,950
34	52	JOHNSON CONTROLS, INC. Milwaukee, WI	Bob Borchert	X	GEC Fleet, Wheels Southgate	2,900
35	51	ADT SECURITY SYSTEMS Parsipanny, NJ	John Africano	X	GEC Fleet	2,800
36	—	ARATEX SERVICES, INC. Burbank, CA	Merrit Kinne	X	GEC Fleet	2,800
37	53	SUBURBAN PROPANE/PETROLANE Long Beach, CA	Warren Clark	X	—	2,800
38	57	GENERAL ELECTRIC CONS. SERV. Louisville, KY	Philip Schelling	—	GEC Fleet	2,626
39	61	COX ENTERPRISES, INC. Atlanta, GA	Patsy Brownson	X	ARI, Wheels	2,469
40	64	NATIONAL LINEN SERVICE Atlanta, GA	Tom Spight	X	—	2,441
41	65	HONEYWELL, INC. Minneapolis, MN	Karen Reimer	—	GEC Fleet, PHH	2,390
42	—	RENT A CENTER, INC. Wichita, KS	Lynn Zuercher	X	—	2,345
43	67	DHL AIRWAYS, INC. Redwood City, CA	Fred Shepherd	—	Associates, ARI, GEC Fleet	2,300
44	62	NORFOLK SOUTHERN CORP. Roanoke, VA	Sam Hammett	X	—	2,287
45	69	AMERICAN BAKERIES Charlotte, NC	Jean Carter	X	GEC Fleet	2,272
46	66	ATCHISON TOPEKA SANTA FE RR Chicago, IL	Joan Williams	X	GEC Fleet	2,194

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
47	71	USX CORP. Pittsburgh, PA	Don Hillwig	—	PHH	2,046
48	76	ENVIRONMENTAL INDUSTRIES Calabasas, CA	Bill Johnson	X	—	2,005
49	72	R.J. REYNOLDS TOBACCO CO. Winston-Salem, NC	Larry Giddens	—	PHH	2,000
50	74	GENERAL ELECTRIC MED. SYS. Waukesha, WI	Sheryl Grossman	X	GEC Fleet	1,981
51	75	UNION PACIFIC RAILROAD Omaha, NE	Tom Lake	X	GEC Fleet	1,950
52	—	PETROLEUM HEATING & POWER Astoria, NY	Peter Clark	—	Fleet Services, Inc.	1,900
53	78	PONY EXPRESS COURIER CORP. Charlotte, NC	William Glasheen	—	Associates	1,896
54	82	JR SIMPLOT CO. Pocatello, ID	Terry McLaughlin	X	—	1,840
55	26	SERVICE CORP. Houston, TX	Gary Sanders	X	—	1,827
56	80	E.I. DU PONT DE NEMOURS & CO. Wilmington, DE	Dick Prettyman	—	PHH	1,820
57	73	WESTINGHOUSE ELECTRIC CORP. Pittsburgh, PA	Lou Dobak	X	PHH, GEC Fleet, McCullagh	1,800
58	83	EASTMAN KODAK CO. Rochester, NY	Mark Hardway	X	PHH	1,718
59	86	ENRON CORP. Houston, TX	Don Conant	X	—	1,712
60	85	MOTOROLA C & E, INC. Schaumburg, IL	Judy Baxter	X	Associates	1,700
61	84	MARATHON OIL CO. Houston, TX	Liz Nikel	X	PHH, Wheels, GEC Fleet	1,632
62	89	DIEBOLD, INC. Canton, OH	Linda Taylor	—	PHH	1,600
63	98	KEEBLER CO. Elmhurst, IL	Richard Allen	—	Pitney Bowes, Norlease, Mero, MDFC, Bot Financial	1,600
64	88	STROEHMANN BAKERIES Horsham, PA	Dale Stevens	—	PHH	1,600
65	90	MONTGOMERY WARD Chicago, IL	Roseann Neveitt	—	GEC Fleet, PHH	1,540
66	97	NABISCO BRANDS, USA/BISCUIT DIV. East Hanover, NJ	Bill Kiddle	—	PHH	1,438
67	—	PPG INDUSTRIES Pittsburgh, PA	Debbie Durick	X	GEC Fleet	1,418
68	95	McKESSON CORP. San Francisco, CA	Beverly Heim	X	USFL	1,404
69	—	BROWN & WILLIAMSON TOBACCO Louisville, KY	Charles (Mike) Cooley	X	—	1,354
70	—	BAXTER HEALTHCARE CORP. Deerfield, IL	Patrick Sheehan	—	Wheels, GEC Fleet	1,319
71	—	W.R. GRACE & CO. New York, NY	J.W. Enterline	—	PHH, USFL	1,290
72	—	LORILLARD TOBACCO CO. New York, NY	Sal Giacchi	—	GEC Fleet, PHH	1,280
73	—	AMTRAK Bear Drive, PA	Ed Stuhl	X	—	1,257

'92 RANK	'91 RANK	COMPANY NAME & HEADQUARTERS	FLEET CONTACT	CO. OWNED	LESSOR(S)	#TRUCKS &VANS
74	—	OGDEN ALLIED SERVICE CORP. New York, NY	Joe Smith	—	GEC Fleet	1,250
75	100	MINNESOTA MINING & MANF. St. Paul, MN	Dick Martinson	X	—	1,245
76	—	EATON CORP. Cleveland, OH	Robert Wagner	—	GEC Fleet, BLC Corp.	1,220
77	—	LEGG'S PRODUCTS, INC. Winston-Salem, NC	Gary Mendelsohn	—	PHH	1,218
78	—	UNION CARBIDE CORP. Dansbury, CT	J.R. Walker	—	Wheels, ARI	1,203
79	—	FLOWERS INDUSTRIES Thomasville, GA	Mark Worthey	X	—	1,200
80	—	BORG-WARNER PROTECTIVE SERS. Parsippany, NJ	Audrey Heun	X	—	1,100
81	—	FMC CORP. Chicago, IL	Lawrence Dakof	X	GEC Fleet	1,100
82	—	PMI FOOD EQUIPMENT GROUP Troy, MI	Mark Welty	—	Wheels	1,090
83	—	J.I. CASE CO. Racine, WI	Bill McNellis	X	—	1,050
84	—	NCR CORP. Miamisburg, OH	Anne Mangen	—	GEC Fleet, Wheels	1,035
85	—	FERRELLGAS Liberty, MO	Jerry Schmitt	X	—	1,021
86	—	S.C. JOHNSON & SON Racine, WI	Karen Fries	—	Wheels, Associates	1,017
87	—	THE DIAL CORPORATION Phoenix, AZ	Pierce Walsh	—	USFL	1,005
88	—	AVON PRODUCTS, INC. New York, NY	Maxine Sullivan	—	GEC Fleet, PHH	1,000
89	—	BRIDGESTONE/FIRESTONE Nashville, TN	Bill Royster	X	—	1,000
90	—	ECOLAB, INC. St. Paul, MN	Jerry Rodewald	—	GEC Fleet	1,000
91	—	SHERWIN-WILLIAMS CO. Cleveland, OH	David Hall	—	Wheels, McCullagh	1,000
92	—	ARKLA, INC. Shreveport, LA	Joe Lyons	X	—	976
93	—	TEXACO TRADING & TRANS. Denver, CO	Donna Alinovich	—	PHH	975
94	—	OXY USA, INC. Tulsa, OK	Bill Jeffers	—	Wheels	912
95	—	AMERICAN BLDG. MAINTENANCE San Francisco, CA	Ellie Walsh	—	PHH	900
96	—	CONTROL DATA CORP. Minneapolis, MN	Kathleen Wester	—	McCullagh, GEC Fleet	900
97	—	UNITED NORTH - CENTRAL Mansfield, OH	Jim Baker	X	—	850
98	—	STATE FARM INSURANCE CO. Bloomington, IL	Thomas Sours	X	—	781
99	—	BECKMAN INSTRUMENTS Fullerton, CA	Patty Whitchurch	X	GEC Fleet	780
100	—	MILES, INC. Elkhart, IN	Stacey Kreider	—	GEC Fleet, Wheels	758

Automotive Fleet's Top 100 Alphabetical Cross Reference

ADT SECURITY SYSTEMS	35
AIRBORNE FREIGHT CORP.	8
AMERICAN BAKERIES	45
AMERICAN BLDG. MAINTENANCE	95
AMOCO CORP.	21
AMTRAK	73
ARA SERVICES, INC.	10
ARATEX SERVICES, INC.	36
ARKLA, INC.	92
ASHLAND OIL, INC.	17
ATCHISON TOPEKA SANTA FE RR	46
AVON PRODUCTS, INC.	88
BAXTER HEALTHCARE CORP.	70
BECKMAN INSTRUMENTS	99
BORDEN, INC.	9
BORG-WARNER PROTECTIVE SERVICES	80
BRIDGESTONE/FIRESTONE	89
BROWN & WILLIAMSON TOBACCO CO.	69
BURLINGTON NORTHERN RAILROAD	22
CAMPBELL TAGGART, INC.	16
CHEMLAWN	13
CONTINENTAL BAKING CO.	7
CONTROL DATA CORP.	96
COX ENTERPRISES, INC.	39
CSX TRANSPORTATION	15
DIAL CORPORATION, THE	87
DIEBOLD, INC.	62
DHL AIRWAYS, INC.	43
DOW CHEMICAL USA	27
EASTMAN KODAK CO.	58
EATON CORP.	76
ECOLAB, INC.	90
E.I. DU PONT DE NEMOURS & CO.	56
EMERY WORLDWIDE	23
ENRON CORP.	59
ENTENMANN'S BAKERY, INC.	29
ENVIRONMENTAL INDUSTRIES	48
EXXON COMPANY U.S.A.	24
FEDERAL EXPRESS CORP.	2
FERRELLGAS	85
FLOWERS INDUSTRIES	79
FMC CORP.	81
FRITO-LAY, INC.	5
GENERAL ELECTRIC CONSUMER SERV.	38
GENERAL ELECTRIC MED. SYS.	50
GOODYEAR TIRE & RUBBER CO.	26
HONEYWELL, INC.	41
INTERSTATE BRANDS CORP.	11
J.I.CASE CO.	83
JOHNSON CONTROLS, INC.	34
JR SIMPLOT CO.	54
KEEBLER CO.	63
LEGG'S PRODUCTS, INC.	77
LORILLARD TOBACCO CO.	72
MARATHON OIL CO.	61
MCKESSON CORP.	68
MILES, INC.	100
MINNESOTA MINING & MANUFACTURING	75
MONTGOMERY WARD	65
MOTOROLA C & E, INC.	60
NABISCO BRANDS, USA/BISCUIT DIV.	66
NATIONAL LINEN SERVICE	40
NCR CORP.	84
NORFOLK SOUTHERN CORP.	44
OGDEN ALLIED SERVICE CORP.	74
OXY USA, INC.	94
PETROLEUM HEATING & POWER	52
PHILIP MORRIS USA	30
PHILLIPS PETROLEUM CO.	28
PMI FOOD EQUIPMENT GROUP	82
PONY EXPRESS COURIER CORP.	53
PPG INDUSTRIES	67
QUALITY BAKERS AMERICA	3
RENT A CENTER, INC.	42
R.J. REYNOLDS TOBACCO CO.	49
ROLLINS, INC.	18
S.C. JOHNSON & SON	86
SEARS, ROEBUCK AND CO.	4
SERVICE AMERICA CORP.	25
SERVICE CORP.	55
SHELL OIL CO.	14
SHERWIN-WILLIAMS CO.	91
SIEMENS NIXDORF/TELPLUS	31
STATE FARM INSURANCE CO.	98
STROEHMANN BAKERIES	64
SUBURBAN PROPANE/PETROLANE	37
TENNECO, INC.	32
TERMINIX, INC.	12
TEXACO INC.	20
TEXACO TRADING & TRANSPORTATION	93
TW SERVICES	33
UNION CARBIDE CORP.	78
UNION PACIFIC RAILROAD	51
UNITED NORTH - CENTRAL	97
UNITED PARCEL SERVICE	1
USX CORP.	47
VPSI	19
WESTINGHOUSE ELECTRIC CORP.	57
W.R. GRACE & CO.	71
XEROX CORP.	6

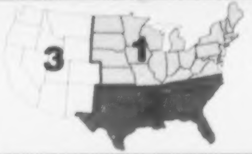
REPRINTS OF TOP 100: REPRINTS OF THIS SPECIAL TK-PAGE SECTION ARE AVAILABLE THROUGH *AF'S* READER SERVICE MANAGER AT 2512 ARTESIA BLVD., REDONDO BEACH, CA 90278, OR BY PHONING (310) 376-8788

1-9 COPIES	$3.00 PER COPY
10-100 COPIES	$1.50 PER COPY
OVER 100	$.75 PER COPY

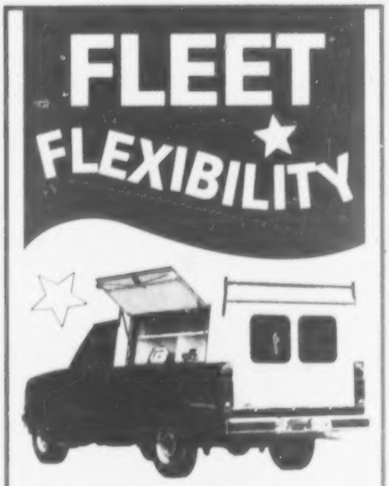
NOTE: THE TOP 100 LIST IS COPYRIGHTED AND MAY NOT BE REPRODUCED.

USED-CAR PRICES

The following are average used-car prices for the period ending June 3, 1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5,818	5,875	5,771
Sedan	5,818	5,875	5,771
88 BUICK SKYHAWK			
Coupe	3,926	3,966	3,894
Sedan	3,985	4,025	3,952
91 BUICK SKYLARK			
Cust. Sedan	8,364	8,447	8,296
90 BUICK SKYLARK			
Cust. Sedan	6,771	6,839	6,717
91 BUICK CENTURY			
Cust. Sedan	9,987	10,078	9,908
90 BUICK CENTURY			
Cust. Sedan	7,228	7,300	7,171
91 BUICK LESABRE			
Cust. Sedan	11,996	12,115	11,900
90 BUICK LESABRE			
Cust. Sedan	9,338	9,431	9,263
91 CADILLAC DEVILLE			
Coupe	19,102	19,292	18,949
Sedan	19,290	19,483	19,136
90 CADILLAC DEVILLE			
Coupe	15,453	15,606	15,330
Sedan	15,610	15,768	15,485
91 CADILLAC SEVILLE			
Sedan	18,520	18,706	18,372
90 CADILLAC SEVILLE			
Sedan	15,605	15,762	15,481
91 CHEVY BERETTA			
Coupe	8,283	8,366	8,216
90 CHEVY BERETTA			
Coupe	6,767	6,835	6,714
91 CHEVY CORSICA			
Htchbk. 4 Dr	7,950	8,030	7,886
90 CHEVY CORSICA			
Htchbk. 4 Dr	6,211	6,273	6,162
91 CHEVY CAVALIER			
Sedan	6,275	6,338	6,225
90 CHEVY CAVALIER			
Sedan	4,747	4,794	4,708
89 CHEVY CELEBRITY			
Sedan	4,968	5,017	4,929
91 CHEVY CAPRICE			
Sedan	10,256	10,359	10,174
90 CHEVY CAPRICE			
Sedan	7,238	7,310	7,180
91 CHRYSLER LEBARON			
Sedan	9,262	9,355	9,188
90 CHRYSLER LEBARON			
Sedan	8,214	8,296	8,147
91 CHRYSLER NEW YORKER			
Salon Sedan	11,461	11,576	11,370
90 CHRYSLER NEW YORKER			
Sedan	9,532	9,628	9,457
89 CHRYSLER FIFTH AVENUE			
Sedan	7,997	8,077	7,933
88 CHRYSLER FIFTH AVENUE			
Sedan	6,091	6,151	6,043
89 DODGE ARIES AMERICA			
Sedan	3,926	3,967	3,894
88 DODGE ARIES AMERICA			
Sedan	3,123	3,154	3,097
90 DODGE SHADOW			
Lftbk. 5 Dr	5,592	5,648	5,547
91 DODGE DYNASTY			
Sedan	8,830	8,918	8,759
91 FORD ESCORT			
Htchbk. 4 Dr. LX	6,414	6,479	6,363
90 FORD ESCORT			
Htchbk. 4 Dr. LX	4,873	4,921	4,833
91 FORD MUSTANG			
LX 4 Coupe	7,929	8,008	7,865
91 FORD TEMPO			
GL Sedan 4 Dr	6,983	7,053	6,927
90 FORD TEMPO			
GL Sedan 4 Dr	5,826	5,885	5,780
91 FORD TAURUS			
GL Sedan 4 Dr	9,993	10,093	9,913
90 FORD TAURUS			
GL Sedan 4 Dr	7,552	7,627	7,491
91 FORD CROWN VICTORIA			
Sedan	11,180	11,291	11,091
90 FORD CROWN VICTORIA			
Sedan	9,091	9,181	9,019
91 FORD THUNDERBIRD			
Coupe	10,601	10,707	10,515
90 FORD THUNDERBIRD			
Coupe	8,337	8,421	8,270
91 LINCOLN			
Town Car Sedan	18,741	18,928	18,590
Mark VII LSC Coupe	18,935	19,124	18,783
Continental Sedan	17,326	17,500	17,188
90 LINCOLN			
Town Car Sedan	15,775	15,933	15,649
Mark VII LSC Coupe	14,934	15,083	14,814
Continental Sedan	14,193	14,335	14,080
91 MAZDA 626			
LX Sedan 4 Dr	10,238	10,341	10,155
91 MERCURY COUGAR			
LS Coupe	11,004	11,113	10,916
90 MERCURY COUGAR			
LS Coupe	9,069	9,160	8,997
91 MERCURY TOPAZ			
GS Sedan 4 Dr	7,118	7,190	7,062
90 MERCURY TOPAZ			
GS Sedan 4 Dr	5,707	5,763	5,662
91 MERCURY SABLE			
GS Sedan 4 Dr	10,167	10,270	10,087
90 MERCURY SABLE			
GS Sedan 4 Dr	7,649	7,725	7,588
91 MERCURY GRAND MARQUIS			
GS Sedan	11,674	11,791	11,581
90 MERCURY GRAND MARQUIS			
GS Sedan	9,749	9,847	9,671
91 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,622	6,687	6,567
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	5,463	5,518	5,420
91 NISSAN MAXIMA			
SE Sedan	15,534	15,689	15,410
90 NISSAN MAXIMA			
SE Sedan	13,768	13,906	13,658
91 NISSAN SENTRA			
Sedan 2 Dr	6,737	6,807	6,683
90 NISSAN SENTRA			
Sedan 2 Dr	4,746	4,793	4,706
91 NISSAN STANZA			
XE Sedan 4 Dr	9,330	9,442	9,253
90 NISSAN STANZA			
Ntchbk. 4 Dr	8,359	8,442	8,294
91 OLDS CIERA			
S Coupe	9,888	9,987	9,808
Sedan	9,487	9,583	9,41[illegible]
90 OLDS CIERA			
Coupe	8,574	8,661	8,506
Sedan	6,979	7,048	6,923
91 OLDS CALAIS			
Sedan	7,468	7,543	7,409
90 OLDS CALAIS			
Sedan	6,020	6,079	5,971
91 OLDS CUTLASS SUPREME			
Coupe	10,598	10,705	10,513
90 OLDS CUTLASS SUPREME			
Coupe	8,327	8,410	8,260
91 OLDS 98 REGENCY			
Sedan	18,738	18,925	18,588
90 OLDS 98 REGENCY			
Sedan	11,691	11,808	11,597
89 PLYMOUTH RELIANT			
Sedan	3,906	3,946	3,875
88 PLYMOUTH RELIANT			
Sedan	3,123	3,154	3,097
91 PLYMOUTH SUNDANCE			
Lftbck. 4 Dr	6,944	7,014	6,888
90 PLYMOUTH SUNDANCE			
Lftbk. 4 Dr	5,576	5,632	5,530
89 PLYMOUTH GRAN FURY			
Sedan	4,169	4,211	4,136
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,209	3,241	3,183
91 PLYMOUTH ACCLAIM			
Sedan	7,325	7,399	7,267
91 PONTIAC SUNBIRD			
SE Coupe	7,505	7,581	7,445
LE Sedan	7,126	7,197	7,068
90 PONTIAC SUNBIRD			
SE Coupe	5,972	6,032	5,924
LE Sedan	5,763	5,820	5,716
91 PONTIAC 6000			
LE Sedan	9,557	9,652	9,481
90 PONTIAC 6000			
LE Sedan	6,929	6,999	6,873
91 PONTIAC GRAND AM			
LE Sedan	8,053	8,132	7,989
90 PONTIAC GRAND AM			
LE Sedan	6,800	6,869	6,747
91 PONTIAC BONNEVILLE			
LE Sedan	11,853	11,972	11,759
90 PONTIAC BONNEVILLE			
LE Sedan	9,217	9,308	9,142
91 PONTIAC GRAND PRIX			
Coupe	10,705	10,812	10,620
90 PONTIAC GRAND PRIX			
Coupe	8,204	8,286	8,137
91 SUBARU LEGACY			
Sedan 4 Dr	8,849	8,938	8,778
91 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	10,900	11,012	10,817
90 TOYOTA CAMRY			
Sedan 4 Dr. Deluxe	9,173	9,263	9,096
91 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	8,200	8,284	8,134
90 TOYOTA COROLLA			
Sedan 4 Dr. Deluxe	6,907	6,976	6,849
91 TOYOTA CRESSIDA			
Lux Sedan	16,526	16,691	16,394
90 TOYOTA CRESSIDA			
Lux Sedan	14,131	14,270	14,018
90 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	7,291	7,362	7,232
89 VOLKSWAGEN JETTA			
GL Sedan 4 Dr	6,350	6,412	6,300
91 VOLVO			
240 Sedan	14,129	14,273	14,018
90 VOLVO			
240 DL Sedan	11,257	11,368	11,166



GEM TOP's
Steel WORK MASTER cap added to a pickup gives you more fleet flexibility than any other light duty vehicle available and saves you money!

HERE'S HOW:

- WORK MASTER / pickup acquisition costs less than a van.
- Side opening and rear door options.
- Variety of cap heights available.
- Roof racks and interior bins available to fit your needs.
- Nationwide service.
- 5 year warranty backed by 45 years experience.

Steel Makes the Difference

GEM TOP EAST INC
1124 Haley Road
Murfreesboro, TN 37130
(800) 899-4368

GEM TOP MFG INC
8811 S.E. Herbert Ct.
Clackamas, Or 97015
(800) 547-9706

GT GEM TOP

Visit us at NAFA — Booth 511.

Circle 145 on Inquiry Card

PRODUCTS/SERVICES

users current with the latest price releases. *Kelley Blue Book.*

Circle 217 on Inquiry Card

Chrysler's Fleet Service Brochure Available

Chrysler Service and Parts Operations introduces its Fleet Service Support brochure, which is to be used as a quick reference guide for getting parts and service. The brochure includes contact listings for the 25 local Chrysler Zone Service and Parts offices and the National Fleet Service and Parts office, as well as information on other service functions and contacts. *Chrysler Corp.*

Circle 210 on Inquiry Card

Truck Top Offers No-Drill Installation

The new Expo truck top from Snugtop contains frameless, curved glass pop-out windows, and the rear door features a flush-mounted automotive pop-out lock. The Snugtop J-bolt mounting system requires no drilling and, therefore, is easily removed. *Snugtop.*

Circle 215 on Inquiry Card

OKI Offers Mobile/ Transportable Phone

The OKI Phones 892 hardpack weighs 3.74 lbs. and can be used as either a transportable or mobile cellular phone. It features up to 110 minutes of continuous talk or 10 hours of continuous standby time, alphanumeric storage for 90 names and numbers, one-touch dialing, and other features. When used with the data/remote link accessory package, it can send and receive data transmission. *OKI Telecom.*

Circle 207 on Inquiry Card

GAS/DIESEL PRICES

May 29, 1992	AVG. NATIONWIDE PRICES	UNLEADED GAS	DIESEL
	Full-Serve	138.58	142.73
	Self-Serve	113.32	120.02

	Unleaded Gas		Diesel	
City*	Full-Serve	Self-Serve	Full-Serve	Serve-Serve
Atlanta, GA	145.43	98.61	143.57	110.32
Boston, MA	127.84	114.26	128.90	122.35
Chicago, IL	161.22	121.90	149.57	125.63
Dallas, TX	157.53	110.53	160.26	117.66
Denver, CO	166.18	118.55	150.10	123.39
Detroit, MI	156.55	111.89	130.57	114.79
Houston, TX	153.13	108.56	151.61	120.05
Los Angeles, CA	156.04	124.39	155.25	130.62
Memphis, TN	156.90	111.90	156.10	118.70
Miami, FL	150.30	111.90	153.63	120.91
Minneapolis, MN	156.58	115.16	113.40	113.68
New Orleans, LA	164.90	112.76	147.40	121.43
Omaha, NE	136.57	116.88	132.90	118.44
Philadelphia, PA	139.65	109.77	140.03	119.28
Phoenix, AZ	158.39	118.75	153.28	130.86
Portland, OR	149.10	130.19	128.40	131.04
San Francisco, CA	158.96	123.98	161.13	131.49
Seattle, WA	159.38	122.82	153.51	126.54
St. Louis, MO	142.77	105.73	125.73	105.63
Washington, D.C.	152.95	112.00	151.06	123.23

Source: Lundberg Survey Inc. ©1992. P.O. Box 3996, N. Hollywood, CA 91609, 818-768-5111

** The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey Inc. All prices include taxes and are rounded up to the closest hundredth of a cent.*

a bobit publication

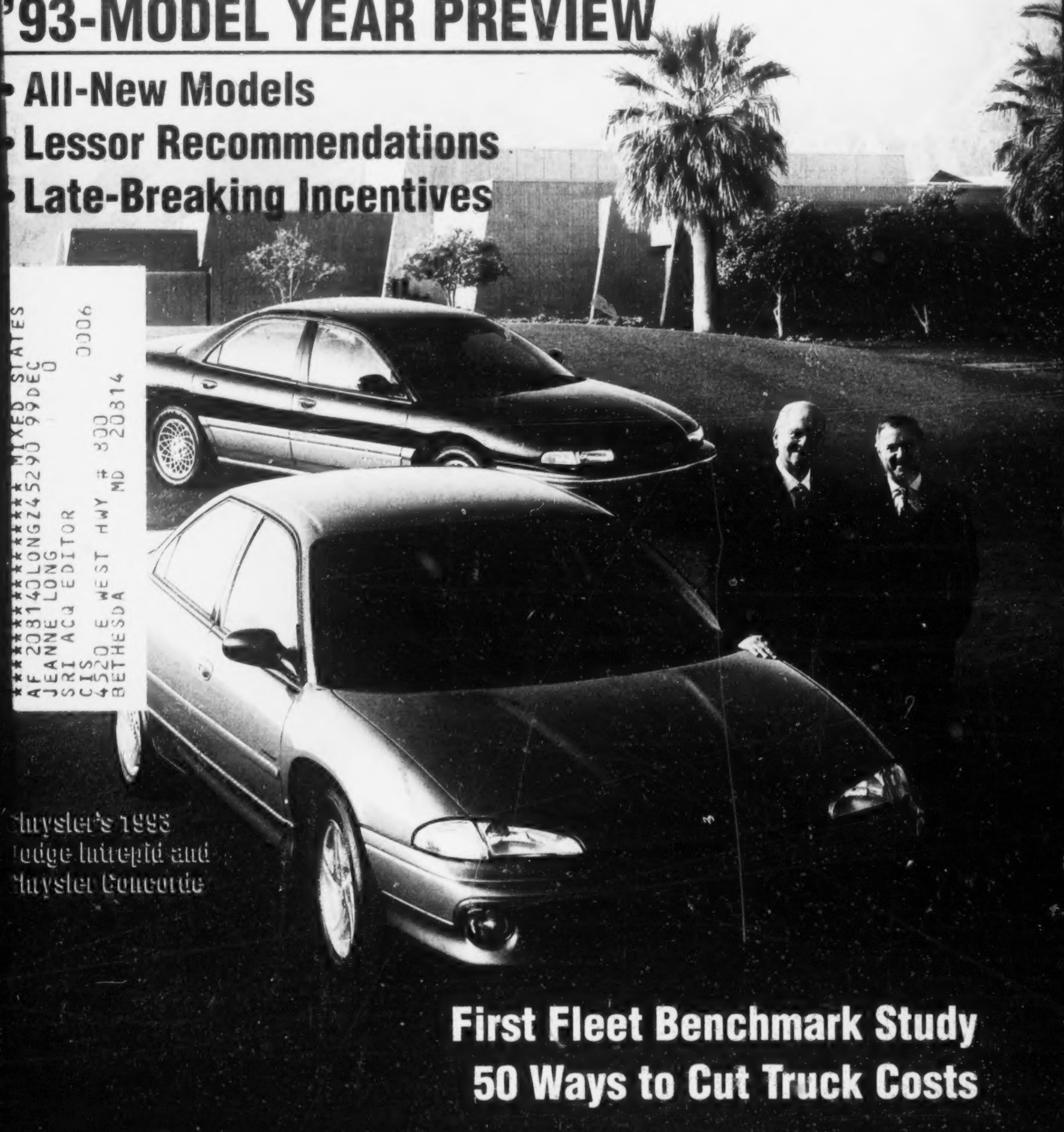
august 1992

automotive FLEET®

THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

'93-MODEL YEAR PREVIEW

- All-New Models
- Lessor Recommendations
- Late-Breaking Incentives



*************** MIXED STATES
AF 20814OLONGZ45290 99DEC
JEANNE LONG 0
SRI ACQ EDITOR
CIS 0006
4520 E WEST HWY # 300
BETHESDA MD 20814

hrysler's 1993
odge Intrepid and
hrysler Concorde

First Fleet Benchmark Study

50 Ways to Cut Truck Costs

automotive
FLEET®
THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

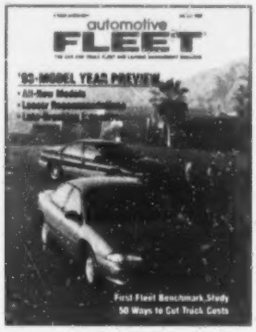
BOBIT PUBLISHING

August 1992
VOL. 31, NO.10

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Page 16 *— The Mazda 626 is longer, lower, and wider than previous 626 models, and a driver-side airbag is standard equipment.*

Page 84 *— Choosing a quality upfitter, and combining an effective safety program with training for the proper use of upfitted equipment, can reduce the chances of accidents and lawsuits.*



On the Cover: *Shown standing with the 1993 Dodge Intrepid and Chrysler Concorde are Lee Iacocca, chairman of Chrysler Corp., and Hal Barton, general manager of Chrysler Fleet Operations.*

Features

16 **Seven Automakers Debut All-New Models for 1993**
A first-look opportunity at the all-new products these manufacturers will be offering in the upcoming model-year.

24 **1993-Model Year Lessor Recommendation Guide**
Twelve fleet lessors present their vehicle recommendations for seven vehicle size categories for the 1993-model year.

42 **Four Manufacturers Announce '93 Fleet Programs**
Ford, Mazda, Nissan, and Toyota announce their commercial fleet incentive programs for 1993-model year vehicle ordering.

59 **PM Options: Off-Site vs. On-Site Fast-Lube Servicing**
Trouble with driver downtime? Mechanics' time not being maximized? Fast-lube services can help minimize these problems, and others.

62 **Survey to Benchmark Fleet Costs and Service Quality**
The NAFA Foundation plans a historic, first-ever survey of fleet costs and service quality among public service fleets.

72 **Ford Accepting Fleet Orders on 1993 Taurus FFVs**
Ford will market to California fleets most of the 2,800 flexible-fueled Ford Tauruses it will produce for the 1993-model year.

76 **Midyear Car Registrations**
A detailed chart comparing fleet registration figures from the first six months of the 1992- and 1991-model years, and including 1991 fleet registration totals.

78 **Midyear Truck Registrations**
A comparison of fleet registrations of the first six months of the 1991- and 1992-model year.

80 **1993-Model Year Car Specifications**
Spec's and dimensions of popular fleet cars and station wagons.

Truck/Van Section

84 **What Is Your Legal Liability for Add-On Equipment?**
Your company could be vulnerable to a potential liability should anyone be injured by upfitted equipment. Here are some of the issues involved.

90 **50 Ways to Reduce Fleet Truck Costs**
From tire tips to licensing and registration strategies, here are 50 ways to reduce the expenses of running a truck fleet.

Departments

Letters 6
Industry News 10
Hotline 15
Truck & Van News 94
Personnel Personals 98
Leasing 100
Gas/Diesel Prices 102
Products/Services 104
Used-Car Prices 108
Calendar 110
Ad Index/Classified 111
Editorial 112

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year. Canada $42 per year. Foreign $53 per year. Single copy price – $3. Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 469009, Escondido, CA 92046-9009. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. Postmaster: Send address changes to Automotive Fleet, P.O. Box 469009, Escondido, CA 92046-9009. Bobit Publishing Company also publishes: Auto Rental News, Bedroom, Business Driver, Installation News, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.

Midyear Car Registrations

A comparison of fleet registrations for the first six months of the 1992- and 1991-model years.

MODEL	1991 Model Year Total	1991 1st 6 Mos MYTD	1992 1st 6 Mos MYTD
SUBCOMPACT			
323	5,037	3,213	4,302
Capri	5,823	118	660
Cavalier	93,178	42,757	31,335
Charade	N/A	N/A	49
Colt/Summit/Vista	2,043	1,017	1,039
Escort/Festiva	65,626	45,964	34,026
Excel	N/A	326	450
Golf/GTI/Fox	958	781	338
Jetta	3,116	1,917	778
LeMans	21,747	7,577	8,374
Loyale	1,126	462	766
Metro	N/A	18,524	17,639
Omni	126	91	4
Precis/Mirage	14,432	10,719	8,144
Prizm	57,348	22,541	26,079
Sentra	15,785	7,491	15,242
Stylus	28	N/A	1,276
Sunbird	52,392	29,936	17,409
Tercel	14,067	7,334	5,726
Tracer	15,342	9,420	6,953
Total Subcompact	**357,816**	**210,271**	**180,589**
COMPACT			
Acclaim	58,430	43,486	23,296
Achieva	N/A	N/A	11,340
Corolla	43,472	26,042	37,668
Corsica	118,621	37,297	58,377
Cutlass Calais	26,438	20,383	246
Galant	9,010	2,384	4,683
Grand Am	61,510	35,799	29,791
Legacy	19,502	7,739	3,004
Protege	6,612	4,052	4,399
Shadow	24,307	11,009	9,201
Skylark	25,542	19,086	11,431
Sonata	N/A	1,045	33
Spirit	46,850	36,306	20,071
Stanza	12,817	6,247	6,192
Sundance	11,577	6,659	8,557
Tempo	113,209	61,597	57,277
Topaz	14,131	11,359	13,648
Total Compact	**583,018**	**332,238**	**299,214**
INTERMEDIATE			
626	10,346	6,058	3,294
6000	21,943	9,031	107
Camry	44,617	3,317	26,467
Celebrity	231	414	4
Century	58,139	18,671	24,584
Cutlass Ciera	52,230	15,416	27,869
Dynasty/Monaco	91,934	54,513	37,560
LeBaron	3,155	2,020	12,326
LeBaron Coupe/ Convertible	N/A	9,738	13,144
Lumina	97,791	40,098	49,115
Maxima	25,721	9,915	11,637
New Yorker Landau/Salon	4,291	3,109	7,050
Passat	2,081	1,320	590
Premier	1,007	630	295
Reatta	759	479	45
Sable	26,142	19,249	21,868
Saturn	1,560	N/A	1,815
Taurus	163,525	91,496	88,612
Thunderbird	34,734	22,780	14,633
Volvo	4,815	N/A	3,518
Total Intermediate	**651,712**	**311,289**	**344,533**
STANDARD			
Bonneville	21,969	10,243	16,412
Caprice	56,740	24,564	18,334
Crown Victoria	44,178	32,502	11,798
Custom Cruiser	755	N/A	259
Eighty Eight	18,720	11,571	8,386
Fifth Avenue	16,201	9,895	7,486
Grand Marquis	22,359	6,383	3,472
LeSabre	17,364	12,206	11,570
Roadmaster	1,791	N/A	3,138
Total Standard	**200,077**	**107,364**	**80,855**
LUXURY			
929	2,348	1,353	1,439
98 Regency	14,543	3,511	7,895
Allante	663	108	157
Brougham	4,234	2,634	1,781
Chrysler TC by Maserati	119	61	6
Continental/Mark VII/Town Car	61,077	50,646	32,576
Corvette	3,288	1,286	1,435
Cressida	1,189	479	298
DeVille/Fleetwood	69,963	34,523	41,089
Eldorado	5,274	1,696	2,764
Imperial	5,656	3,408	2,718
Lexus (all models)	N/A	5,250	1,011
Park Avenue	31,032	N/A	8,165
Riviera	2,419	1,311	876
Seville	15,845	8,027	5,186
Toronado	1,864	1,008	542
Total Luxury	**188,482**	**115,301**	**107,938**
SPORTS/SPECIALTY			
240 SX	7,513	2,721	330
300 ZX	3,833	1,762	N/A
Beretta	14,076	4,172	8,230
Cabriolet	504	178	189
Camaro	4,231	1,748	1,915
Celica	7,090	22,685	2,594
Cougar	14,830	8,386	5,001
Cutlass Supreme	39,087	20,506	15,498
Daytona	888	585	380
Firebird	2,098	1,060	1,081
Grand Prix	45,111	18,279	27,211
Laser/Talon	4,553	2,427	1,339
Miata	2,220	1,138	763
MR2	1,634	825	508
Mustang	30,093	18,636	13,761
MX-6	N/A	N/A	414
Probe	31,933	9,292	3,285
Pulsar NX	482	14	296
Regal	36,701	15,124	16,382
RX-7	736	345	129
Scoupe	N/A	27	10
Stealth	1,232	375	829
Storm/Spectrum	5,274	1,542	9,846
Supra	513	285	167
Total Sports/Specialty	**254,632**	**133,070**	**110,158**
Total Fleet	**2,235,737**	**1,209,533**	**1,123,287**

Midyear Truck Registrations

Fleet registration figures for the first six months of the 1992-model year for Classes 1-5 trucks, sport/utility vehicles, and vans are listed for comparison against the first six months of the 1991-model year.

Manufacturer/ Model	1991 1st 6 mo. MYTD	1992 1st 6 mo. MYTD
CLASS 1-3		
American Isuzu Pickups	1,808	2,353
Chevrolet/GMC		
S-10/Sonoma	7,058	17,987
C1500/Sierra	17,684	15,564
C2500/Sierra	7,797	7,177
C3500/Sierra	4,703	3,095
Dodge/Jeep		
Ram 50/D-Series	5,235	7,177
Dakota	3,105	3,709
Comanche	124	83
Ford Ranger	10,760	9,012
Ford F-Series	32,597	29,763
Isuzu Truck NPR/W4*	1,757	1,737
Mazda B2200/B2600	1,672	1,520
Mitsubishi Pickups	31**	55**
Nissan Pickups	4,044	4,536
Toyota Pickups	3,865	4,659
Total Class 1-3	**102,240[1]**	**108,329[1]**
CLASS 4-5		
Isuzu Truck NRR/W5*	404	500
Total Class 4-5	**404[1]**	**500[1]**
SPORT/UTILITY		
American Isuzu Rodeo	41	582
American Isuzu Trooper	156	146
Chevrolet/GMC		
Blazer/Jimmy Models	11,293	16,129
Suburban	N/A	52
Dodge/Jeep		
Ramcharger	422	257
Jeep Cherokee/		
Grand Cherokee/Wagoneer	5,311	11,646
Jeep Wrangler	986	1,126
Ford Bronco	2,130	2,083
Ford Explorer	24,090	15,629
Mazda Navajo	N/A	367
Mitsubishi Montero	17**	30**
Nissan Pathfinder	2,496	4,318
Oldsmobile Bravada	N/A	3,389
Toyota 4Runner	2,899	3,292
Toyota Land Cruiser	364	613
Total Sport/Utility	**50,205[1]**	**59,607[1]**
VANS		
Chevrolet/GMC		
Lumina APV	10,218	9,741
Astro/Safari	16,823	23,899
G-Series Vans	8,247	15,170
Dodge Caravan/Voyager	29,862	60,143
Dodge B Series	7,872	10,233
Ford Aerostar	24,171	26,336
Ford Econoline	19,880	20,139
Mazda MPV	3,053	2,130
Oldsmobile Silhouette	N/A	3,233
Pontiac Trans Sport	N/A	3,938
Toyota Previa	3,196	3,531
Volkswagen Vanagon	120	961
Total Vans	**123,442[1]**	**172,283[1]**

[1] Registration figures for some manufacturer models not available. Total is not industry wide.

*W4 and W5 are Chevrolet/GMC badged vehicles.

**Mitsubishi numbers based on sales figures.

bill that sought to remove the state's six-percent sales tax exemption for long-term vehicle leases. The final tax bill, which maintains the six-percent sales tax exemption for long-term vehicle leases, was approved by the Florida legislature and signed into law by Gov. Lawton Chiles.

TN Increases Tax On Maintenance Services

Maintenance services provided by full-service leasing companies will be covered under a new 6.75 percent Tennessee state services tax replacing the six percent retail sales tax which will no longer be charged for service transactions. However, the local sales and use tax will be reduced from 2.75 percent to two percent, thereby eliminating any tax increase in those localities where a local sales and use tax is imposed.

GAS/DIESEL PRICES

June 26, 1992	Avg. Nationwide Prices	Reg. Unleaded Gas	Diesel
	Full-Serve	140.76	143.70
	Self-Serve	116.17	120.87

	Unleaded Gas		Diesel	
City*	Full-Serve	Self-Serve	Full-Serve	Serve-Serve
Atlanta, GA	147.42	101.36	144.01	110.93
Boston, MA	132.05	120.25	131.13	122.30
Chicago, IL	161.76	121.99	149.63	126.49
Dallas, TX	159.79	113.42	162.26	119.05
Denver, CO	170.62	125.43	152.70	126.46
Detroit, MI	156.50	110.50	133.73	114.23
Houston, TX	155.84	112.22	152.86	121.63
Los Angeles, CA	158.97	127.74	155.09	131.10
Memphis, TN	159.54	114.90	156.90	118.63
Miami, FL	151.80	114.19	154.18	122.15
Minneapolis, MN	156.34	117.89	113.40	113.87
New Orleans, LA	165.47	114.67	148.23	123.48
Omaha, NE	136.34	116.81	134.10	119.52
Philadelphia, PA	142.91	114.45	141.43	120.13
Phoenix, AZ	161.77	122.37	157.61	128.86
Portland, OR	149.10	130.75	129.40	131.73
San Francisco, CA	162.41	128.04	162.56	132.72
Seattle, WA	161.22	125.67	155.32	127.22
St. Louis, MO	144.61	105.83	122.50	106.03
Washington, D.C.	151.81	112.74	152.32	124.78

Source: Lundberg Survey Inc. ©1992

**The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey, Inc. All prices include taxes and are rounded down to the closest tenth of a cent.*

CLOUT COUNTS

serving the New York Metro area since 1915, we've got the volume and experience behind us to satisfy your largest needs down to the last detail.

Conveniently located just 5 minutes from mid-Manhattan, we're easily accessible to all parts of Long Island, Westchester, New Jersey & Connecticut.

Priced competitively, we offer the full range of Ford inventory, from sub-compact to super-duty trucks.

Our Fleet Manager, **Bob Adelson** and his support staff are always available to service your requirements.

FORD

UNIVERSAL FORD

The Leader Since 1915

40-40 Northern Blvd., Long Island City, N.Y.
(718) 786-1660

Circle 153 on Inquiry Card

SPECIALIZED LEASING PROGRAMS FOR THE FLEET INDUSTRY

Light & Medium Duty Trucks
*Chevy *Ford *Isuzu *UD

We provide:
- Fleet Buying Power
- Competitive Lease Rates with Flexible terms
- Large Inventory Ready for Immediate Delivery
- Will Stock to Your Specifications
- No Recourse to the Parent Company
- Painting/Decaling/Shelving
- Custom Interiors
- 24 Hour Credit Approval

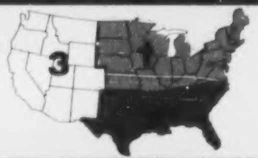
Call Mike Bush
800-766-2874

BUSH
LEASING, INC.
185A Park Drive
Wilmington, OH 45177

Circle 152 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending June 24,1992. Prices are based on wholesale activity at major auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report.*



AVERAGE AUCTION PRICE			
Model	**Zone 1**	**Zone 2**	**Zone 3**
89 BUICK SKYHAWK			
Coupe	4,930	4,979	4,889
Sedan	4,997	5,047	4,958
88 BUICK SKYHAWK			
Coupe	3,966	4,006	3,933
Sedan	4,025	4,065	3,992
91 BUICK SKYLARK			
Custom Sedan	8,314	8,397	8,246
90 BUICK SKYLARK			
Custom Sedan	6,751	6,818	6,697
91 BUICK CENTURY			
Custom Sedan	9,937	10,037	9,858
90 BUICK CENTURY			
Custom Sedan	7,199	7,271	7,142
91 BUICK LE SABRE			
Custom Sedan	11,960	12,079	11,864
90 BUICK LE SABRE			
Custom Sedan	9,310	9,403	9,235
91 CADILLAC DE VILLE			
Coupe	19,006	19,196	18,854
Sedan	19,194	19,386	19,040
90 CADILLAC DE VILLE			
Coupe	15,376	15,528	15,253
Sedan	15,532	15,689	15,408
91 CADILLAC SEVILLE			
Sedan	18,446	18,631	18,298
90 CADILLAC SEVILLE			
Sedan	15,558	15,715	15,435
91 CHEVY BERETTA			
Coupe	8,275	8,358	8,207
90 CHEVY BERETTA			
Coupe	6,760	6,828	6,707
91 CHEVY CORSICA			
Hatchback 4-Dr.	7,926	8,006	7,862
90 CHEVY CORSICA			
Hatchback 5-Dr.	6,321	6,386	6,271
91 CHEVY CAVALIER			
Sedan	6,306	6,370	6,256
90 CHEVY CAVALIER			
Sedan	4,747	4,794	4,708
89 CHEVY CELEBRITY			
Sedan	5,013	5,062	4,974
91 CHEVY CAPRICE			
Sedan	10,205	10,307	10,123
90 CHEVY CAPRICE			
Sedan	7,216	7,288	7,158
91 CHRYSLER LE BARON			
Sedan	9,308	9,402	9,234
90 CHRYSLER LE BARON			
Highline Sedan	8,230	8,312	8,163
91 CHRYSLER NEW YORKER			
Salon Sedan	11,415	11,530	11,325
90 CHRYSLER NEW YORKER			
Sedan	9,503	9,599	9,429
89 CHRYSLER FIFTH AVENUE			
Sedan	7,917	7,997	7,854
88 CHRYSLER FIFTH AVENUE			
Sedan	6,019	6,077	5,971
89 DODGE ARIES AMERICA			
Sedan	3,946	3,987	3,913
88 DODGE ARIES AMERICA			
Sedan	3,123	3,154	3,097
90 DODGE SHADOW			
Liftback 5-Dr.	5,609	5,665	5,564
91 DODGE DYNASTY			
Sedan	8,786	8,873	8,715
91 FORD ESCORT			
Hatchback 4-Dr. LX	6,446	6,511	6,395
90 FORD ESCORT			
Hatchback 4-Dr. LX	4,903	4,951	4,862
91 FORD MUSTANG			
LX-4 Coupe	7,945	8,024	7,880
91 FORD TEMPO			
GL Sedan 4-Dr.	6,962	7,032	6,906
90 FORD TEMPO			
GL Sedan 4-Dr.	5,565	5,619	5,520
91 FORD TAURUS			
GL Sedan 4-Dr.	9,993	10,093	9,913
90 FORD TAURUS			
GL Sedan 4-Dr.	7,552	7,627	7,491
91 FORD CROWN VICTORIA			
Sedan	11,125	11,234	11,036
90 FORD CROWN VICTORIA			
Sedan	9,118	9,209	9,046
91 FORD THUNDERBIRD			
Coupe	10,580	10,686	10,494
90 FORD THUNDERBIRD			
Coupe	8,362	8,446	8,295
91 LINCOLN			
Town Car Sedan	18,592	18,777	18,441
Mark VII LSC Coupe	18,784	18,972	18,633
Continental Sedan	17,378	17,553	17,240
90 LINCOLN			
Town Car Sedan	15,681	15,837	15,555
Mark VII LSC Coupe	14,815	14,963	14,696
Continental Sedan	14,122	14,263	14,010
91 MAZDA 626			
LX Sedan 4-Dr.	10,187	10,289	10,104
91 MERCURY COUGAR			
LS Coupe	11,026	11,135	10,938
90 MERCURY COUGAR			
LS Coupe	9,105	9,197	9,033
91 MERCURY TOPAZ			
GS Sedan 4-Dr.	7,097	7,168	7,041
90 MERCURY TOPAZ			
GS Sedan 4-Dr.	5,695	5,752	5,650
91 MERCURY SABLE			
GS Sedan 4-Dr.	10,167	10,270	10,087
90 MERCURY SABLE			
GS Sedan 4-Dr.	7,649	7,725	7,588
91 MERCURY GRAND MARQUIS			
GS Sedan	11,674	11,791	11,581
90 MERCURY GRAND MARQUIS			
GS Sedan	9,749	9,847	9,671
91 MITSUBISHI MIRAGE			
Sedan 4-Dr.	6,622	6,687	6,567
90 MITSUBISHI MIRAGE			
Sedan 4-Dr.	5,408	5,463	5,366
91 NISSAN MAXIMA			
SE Sedan	15,658	15,815	15,533
90 NISSAN MAXIMA			
SE Sedan	13,906	14,045	13,795
91 NISSAN SENTRA			
Sedan 2-Dr.	6,771	6,841	6,716
90 NISSAN SENTRA			
Sent 2-Dr.	4,746	4,793	4,706
91 NISSAN STANZA			
XE Sedan 4-Dr.	9,423	9,516	9,346
90 NISSAN STANZA			
Ntchbk. XE 4-Dr.	8,300	8,383	8,236
91 OLDS CIERA			
S Coupe	9,839	9,937	9,759
Sedan	9,440	9,535	9,365
90 OLDS CIERA			
S Coupe	7,257	7,329	7,199
Sedan	6,951	7,020	6,895
91 OLDS CALAIS			
Sedan	7,424	7,497	7,365
90 OLDS CALAIS			
Sedan	6,002	6,061	5,953
91 OLDS CUTLASS SUPREME			
Coupe	10,556	10,662	10,471
90 OLDS CUTLASS SUPREME			
Coupe	8,327	8,410	8,260
91 OLDS 98 REGENCY			
Sedan	16,135	16,297	16,006
90 OLDS 98 REGENCY			
Sedan	11,609	11,726	11,516
89 PLYMOUTH RELIANT			
Sedan	3,926	3,966	3,894
88 PLYMOUTH RELIANT			
Sedan	3,123	3,154	3,097
91 PLYMOUTH SUNDANCE			
Highline 4-Dr.	6,944	7,014	6,887
90 PLYMOUTH SUNDANCE			
Liftback 4-Dr.	5,593	5,649	5,547
89 PLYMOUTH GRAN FURY			
Salon Sedan	4,169	4,211	4,136
88 PLYMOUTH GRAN FURY			
Salon Sedan	3,209	3,241	3,183
91 PLYMOUTH ACCLAIM			
Sedan	7,340	7,414	7,282
91 PONTIAC SUNBIRD			
SE Coupe	7,566	7,642	7,504
LE Sedan	7,183	7,255	7,124
90 PONTIAC SUNBIRD			
SE Coupe	5,990	6,050	5,942
LE Sedan	5,780	5,837	5,733
91 PONTIAC 6000			
LE Sedan	9,500	9,594	9,424
90 PONTIAC 6000			
LE Sedan	6,880	6,950	6,825
91 PONTIAC GRAND AM			
LE Sedan	8,029	8,108	7,965
90 PONTIAC GRAND AM			
LE Sedan	6,800	6,869	6,747
91 PONTIAC BONNEVILLE			
LE Sedan	11,900	12,020	11,806
90 PONTIAC BONNEVILLE			
LE Sedan	9,189	9,280	9,115
91 PONTIAC GRAND PRIX			
SE Coupe	10,705	10,812	10,620
90 PONTIAC GRAND PRIX			
Coupe	8,229	8,311	8,161
91 SUBARU LEGACY			
L Sedan 4-Dr.	8,893	8,983	8,822
91 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	10,791	10,902	10,709
90 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	9,173	9,263	9,096
91 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	8,257	8,342	8,191
90 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	6,907	6,976	6,849
91 TOYOTA CRESSIDA			
Lux Sedan	16,642	16,808	16,509
90 TOYOTA CRESSIDA			
Lux Sedan	14,131	14,270	14,018
90 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	7,342	7,414	7,283
89 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	6,350	6,412	6,300
91 VOLVO			
240 DL Sedan	14,129	14,273	14,018
90 VOLVO			
240 DL Sedan	11,370	11,482	11,278

a bobit publication
september 1992

automotive FLEET®

THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

What Does it Cost to Sell Used Fleet Vehicles?

All-New 1993
Mercury Villager

Condition Reports Go High-Tech

The Economics of Truck Resale Values

Auctions Push for National Title Branding

************ MIXED STATES
AF 20814OLONG245290 99DEC
JEANNE LONG C
SRI ACQ EDITOR
CIS 0007###
4520 E WEST HWY # 800
BETHESDA MD 20814

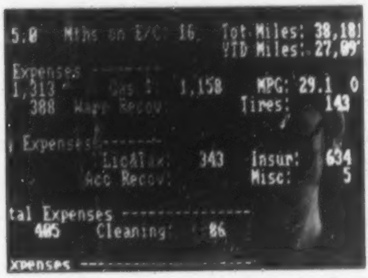
automotive
FLEET®
THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

September 1992
VOL. 31, NO. 11

Influencing the management of
5,072,000 cars and 2,209,000 light trucks
and vans in business, leasing, rental,
utility, government , police, and taxi fleets.

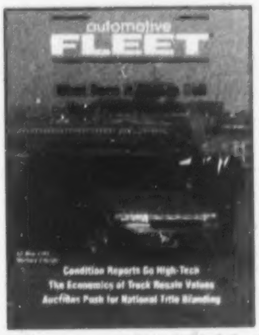
Page 21 *— New technologies adapted to vehicle reporting should alleviate many of the areas of dispute that arise in preparing a used-car condition report.*



```
5.0  Mths on E/C: 16.  Tot Miles: 38,181
                       YTD Miles: 27,09
Expenses --------
1,313    Gas $:   1,158   MPG: 29.1  0
  388  Warr Recov:       Tires:   143

 Expenses--------
        Lic&Tax:   343   Insur:  634
      Acc Recov:         Misc:     5

tal Expenses ----------------
   405   Cleaning:   86

xpenses -------------------
```

Photo Credit: PHH Fleet America

Page 44 *— Running a cost-effective fleet operation requires immediate access to fleet data and the capability to produce reports to analyze it. On-line and off-line fleet information systems fulfill those needs.*


automotive
FLEET
Condition Reports Go High-Tech
The Economics of Truck Resale Values
Auctions Push for National Title Branding

On the Cover *— (right to left) John Treter, Lincoln-Mercury leasing & fleet sales manager, and Bob Frey, major leasing & fleet accounts manager, introduce the all-new 1993-model year Mercury Villager. For details, see page 76. Cover photography by John Winstanley.*

Features

21 **Automation Streamlines Used-Car Condition Reporting**
Used-vehicle condition reports go high-tech.

28 **Tips on Selecting the Right Fleet Dealership**
Pricing and customer service are where you should start.

30 **1993-Model Domestic Car Body Designations**
A complete listing of vehicle platforms from the Big Three automakers.

32 **Wheels President Looks Back on Industry's Evolution**
As he reaches his 25th anniversary in the fleet industry, Wheels President Jim Frank recounts the industry's seminal events and current challenges.

44 **Fleet Information Systems Put Timely Data at Your Fingertips**
These computer systems have changed the way fleets are managed — for the better.

58 **Do You Know What it Costs to Sell Used Fleet Vehicles?**
The true cost adds up to increased vehicle depreciation.

64 **Auction Association Supports Uniform Salvage Title Branding**
In a move to stop unsafe vehicles from getting back on the road, the National Auto Auction Association pushes for a national salvage title brand.

70 **The Utility of Creating a Vehicle Leasing Subsidiary**
A Colorado-based public utility created its own in-house funding arm.

72 **BP Oil Introduces Fleet Fuel Credit Card Program**
This new program offers two levels of service for either small or large fleets.

74 **County Fleet Minimizes Underground Tank Liability**
Purchasing a mobile fueling truck saved the County of Santa Barbara, CA $200,000 in the process.

Truck/Van Section

76 **Villager Features Minivan Versatility and Upscale Look**
The Villager represents Lincoln-Mercury's first entry into the minivan market.

78 **Getting Through the DOT Safety Review**
The trick to getting through a Department of Transportation truck safety review is knowing applicable federal safety standards and being prepared.

109 **Truck Resale Values Up, But Percentage Retention Down**
With new-truck prices rising and budgets tightening, fleet managers need to know the economics of selecting sport/utility and van models.

Departments

Letters.................................6
Hotline.................................9
Industry News.....................10
Truck/Van News.................117
Leasing...............................118
Personnel Personals.......119
Used-Car Prices..............120
Products/Services...........121
Gas Prices........................122
Classified..........................122
Ad Index/Calendar..........123
Editorial............................124

BULK RATE
US POSTAGE
PAID
GREENFIELD
OHIO
PERMIT No. 24

Third Class
Mail Enclosed

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year. Canada $42 per year. Foreign $53 per year. Single copy price – $3. Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 469009, Escondido, CA 92046-9009. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. Postmaster: Send address changes to Automotive Fleet, P.O. Box 469009, Escondido, CA 92046-9009. Bobit Publishing Company also publishes, Auto Rental News, Bedroom, Business Driver, Installation News, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.

The CEC's program has trained more than 400 technicians in computerized engine controls and fuel injection, tune-up and engine performance analysis, and the use of diagnostics and test instruments since it began in 1990. The program is a $600,000 training and technical assistance program designed to strengthen the management and technical capabilities of California city and county fleet agencies.

Cellular Phone Update

When You Buy a Car, Do You Think You Will...
(Percent of respondents who definitely or probably will buy or lease a new car or truck in the next three years)

Use a Cellular Phone Already Owned	36%
Add a Cellular Phone Later On	28%
Take a Cellular Phone Offered by a Car Manufacturer	20%
Not Have a Cellular Phone	10%
Don't Know	6%

Percentage of Different Types of Cellular Phones
(Percent of total cellular phone retail dealers)

	Mean %	
	No	One Year from Now
Permanently Installed Mobile Phone	33%	27%
Transportable Phone	48%	43%
Portable Phone	37%	44%

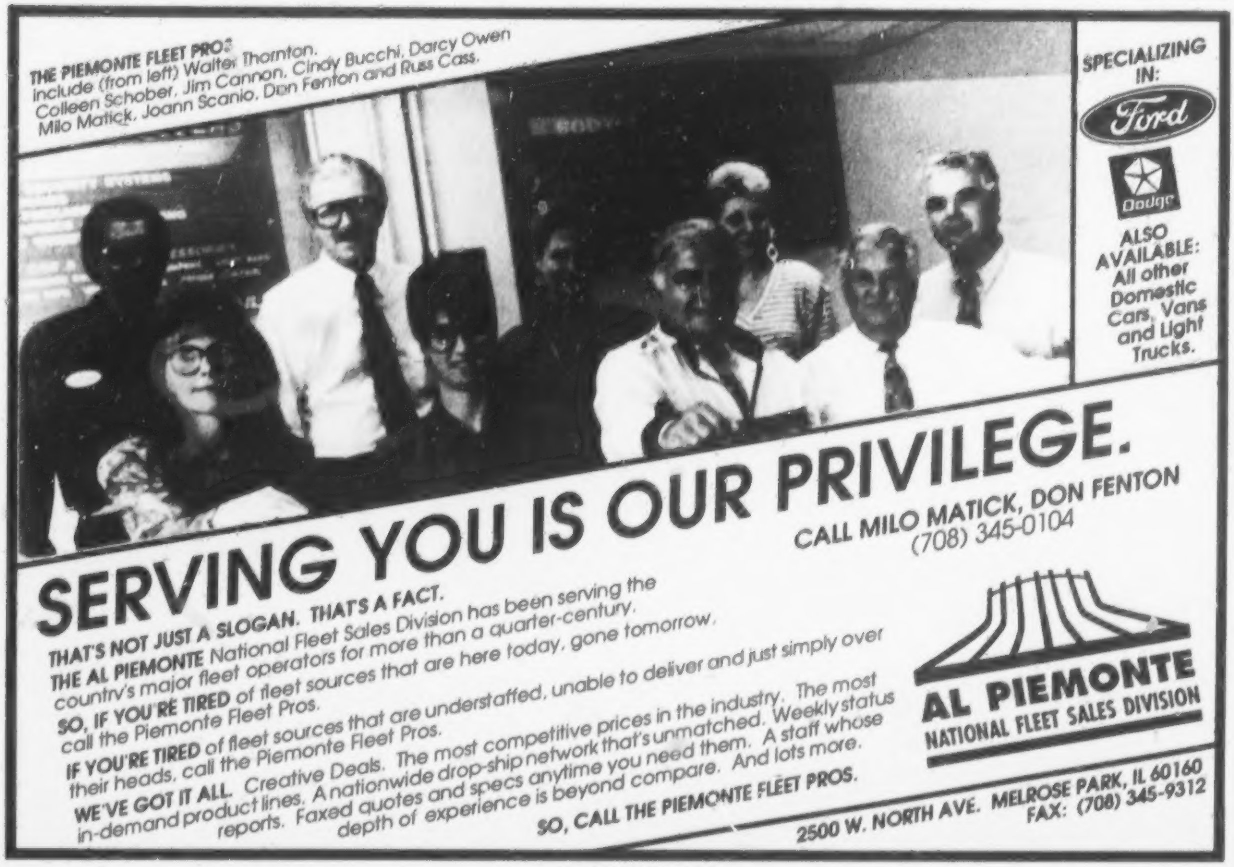
Source: The Verity Group Inc.

TECHNOLOGY

USABC Announces Contract

The United States Advanced Battery Consortium (USABC) announced that the Ovonic Battery Co., a subsidiary of Energy Conversion Devices, Inc., has been awarded the first contract for development of a "mid-term" nickel-metal-hydride battery for electric vehicles.

The USABC has set "mid-term" and "long-term" goals for battery systems to broaden the capability of electric vehicles by the end of the 1990s. The battery now under development at Ovonics could provide two to three times the current 80- to 100-mile vehicle range available with current battery technology, allow for more passengers or cargo


THE PIEMONTE FLEET PROS include (from left) Walter Thornton, Colleen Schober, Jim Cannon, Cindy Bucchi, Darcy Owen Milo Matick, Joann Scanio, Don Fenton and Russ Cass.

SPECIALIZING IN:
Ford
Dodge
ALSO AVAILABLE: All other Domestic Cars, Vans and Light Trucks.

SERVING YOU IS OUR PRIVILEGE.

CALL MILO MATICK, DON FENTON
(708) 345-0104

THAT'S NOT JUST A SLOGAN. THAT'S A FACT.
THE AL PIEMONTE National Fleet Sales Division has been serving the country's major fleet operators for more than a quarter-century.
SO, IF YOU'RE TIRED of fleet sources that are here today, gone tomorrow, call the Piemonte Fleet Pros.
IF YOU'RE TIRED of fleet sources that are understaffed, unable to deliver and just simply over their heads, call the Piemonte Fleet Pros.
WE'VE GOT IT ALL. Creative Deals. The most competitive prices in the industry. The most in-demand product lines. A nationwide drop-ship network that's unmatched. Weekly status reports. Faxed quotes and specs anytime you need them. A staff whose depth of experience is beyond compare. And lots more.
SO, CALL THE PIEMONTE FLEET PROS.

AL PIEMONTE
NATIONAL FLEET SALES DIVISION
2500 W. NORTH AVE. MELROSE PARK, IL 60160
FAX: (708) 345-9312

Circle 107 on Inquiry Card

Alternatively-Fueled Automobiles Currently Available

Manufacturer	# of Models/Engines	Fuels
Automobiles:		
1992-1993 Chrysler	4	CNG, M-85
1991-1993 Ford	10	CNG, M-85, LPG
1991-1992 GM	3	CNG, M-85, E-85

Source: GE Capital Fleet Services

COME TO WHERE THE AUCTION IS!

SEE THE BEST KEPT SECRET IN THE AUTO AUCTION BUSINESS!

Orlando Has An Extra Added Attraction For Commercial Lease Companies All Over The USA-The Greater Orlando Auto Auction!

"COME BE A PART OF THE ACTION AT THE GREATER ORLANDO AUTO AUCTION. BELIEVE ME, YOU'RE GOING TO LIKE WHAT YOU SEE."

– Denny Hecker

There's no secret when it comes to Days to Sell, Net Return to AMR and Service. We pride ourselves on results we continually get for our valued fleet/lease customers. Because of our favorable location and climate we attract buyers from all over the country who want Florida cars. At Greater Orlando we can turn the cars, deliver the buyers, and get the most money in florida. Give us a call and see why the hottest sale in Florida is now on Wednesdays!

Wednesdays Are Greater At The Greater Auto Auction Orlando

9800 Bachman Rd. Orlando, FL 32824
For Reserved Numbers
And Customer Service, Call

1-407-438-1000

Locally Owned And Operated

Circle 110 on Inquiry Card

to be carried within the vehicle, and result in a longer battery life.

AUCTION UPDATE

New Dallas Auto Auction Officially Opens

The new Dallas Auto Auction facility under construction since April 1991 is officially open. Located on 100 acres in Red Bird Industrial Park, it represents a $17 million investment and has brought 385 jobs to the Southern Dallas, TX, area, according to Dallas Auto Auction President Barry Roop.

The Dallas Auto Auction is one of 26 in the United States owned and operated by Anglo American Auto Auctions.

The auction features a 40,127-square-foot, eight-lane auction building with a restaurant, and a 40,000-square-foot reconditioning facility. The auction is linked to Anglo American's IBM AS/400 computer system, which allows it to be part of the company's Dealer Protection Program, which protects dealers from odometer tampering, bad checks, and cars with prior salvage title histories.

Partnership Extends AuctionNet Contract

AuctionNet, a used-vehicle data network operated in partnership between the National Auto Auction Association (NAAA) and the National Automobile Dealers Association (NADA) Used-Car Guide Co., has announced a three-year extension to its original 1990 agreement. The new agreement extends the partnership into 1996.

Since 1990, the computer information network has grown to include 91 auctions contributing sales information on more than 300,000 vehicles per month. The network's data is used by manufacturers, used-car guide editors, and researchers, in addition to a variety of users in the wholesale industry.

Circle 222 on Inquiry Card

Do You Know What it Costs to Sell Used Fleet Vehicles?

The true cost of remarketing out-of-service fleet vehicles often doesn't show up on resale reports at al'. An Automotive Fleet *survey finds out where that money goes, and the amount may surprise you.*

The expenses incurred to remarket out-of-service fleet vehicles means all the difference between gross and net selling price, and translates into additional depreciation expense and charges to insurance premiums and reserve accounts. Using a typical fleet vehicle on an open-end/finance lease as the study's model, *Automotive Fleet* surveyed used-vehicle remarketing managers at the 12 leading fleet leasing and management companies in the nation to determine each step and each cost element an out-of service fleet vehicle incurs before it is finally remarketed, how much each one of these elements detracts from the gross selling price, and how frequently each element is encountered. By knowing where your remarketing costs come in, you can begin to take steps to control them. How much does it cost to sell a used car? Where does the money go? Here's what *Automotive Fleet* found out:

- **Storage Costs:** Sixty-six percent of responding companies say that they incur storage costs for out-of-service fleet vehicles that either are deducted from the gross selling price of the vehicle or charged directly back to the lessee. The good news is that respondents, all of them used-vehicle remarketing experts, said they seldom incur

The Cost of Selling a Used Car*

Storage Costs:	**$90.00**
Administrative Costs Related To Vehicle Turn-in:	**$45.00**
Transportation Charges:	**37¢ per mile** **or flat fee of $77.50**
Vehicle Detail And Clean-up:	**$70.00**
Above-average Wear-and-tear:	**$383.00**
Reconditioning:	**$128.00**
Sales Fees:	**$95.00**
Additional Detailing:	**$8.75**
Clerical Processing Costs:	**$30.00**
Relocation Charges:	**$30.00**
Vehicle Appraisal:	**$62.50**
Other Chargebacks:	**$40.00**
TOTAL:	**$1059.75**

*Note: Not all cost factors will apply to every used-vehicle sale.

these costs. When storage charges are incurred, however, the average cost is $11.25 per day, for an average of eight days, or an average of $90 per storage.

• **Administrative Costs Related to Vehicle Turn-In:** Fifty percent of respondents say that they do encounter administrative costs related to turn-in that are not covered by the lessee's monthly management and finance fees. The average cost is $45 for such services as vehicle pick-up, special title services, and overnight mail service.

• **Transport Charges:** Charges for moving a vehicle from point of drop-off to a selling location are incurred by 83 percent of respondents, according to the survey, and these charges are incurred frequently. For those who indicated that there was a per-mile charge, the average charge was 37 cents per mile, for a range of 50-75 miles, or $18.50 to $27.75. Some respondents indicated that they paid a flat fee per vehicle instead of on a per-mile basis, and the average was $77.50 per vehicle.

• **Vehicle Detail and Clean-up:** All respondents indicated that they incurred charges for vehicle detail and clean-up that were either deducted from the gross selling price of the vehicle or charged back to the lessee. The average cost for such services is $70.

• **Above Average Wear and Tear:** Some fleet vehicles typically incur high mileages and intense usage, making it difficult for repairs and maintenance to be performed when needed. Respondents to the survey say that 35 percent of turned-in vehicles have what is termed "above-average wear-and-tear," meaning that the vehicle is in worse shape than vehicles with similar age and mileage.

The average amount of above-average wear-and-tear translates to an average $383 deduction from the gross selling price of the vehicle.

• **Reconditioning:** Recon is often needed because of repairs that were either unreported, unrepaired, or unperformed by the lessee. These repairs and parts replacements may or may not be done prior to resale, depending on lessor practices and the possibility of recovering the investment by obtaining a higher gross selling price. Eighty-three percent of respondents say they do perform recon, but only infrequently. When they do, the average amount they spend is $200.

> *Thirty-five percent of turned-in vehicles have what is termed "above-average wear-and-tear," meaning that the vehicle is in worse shape than vehicles with similar age and mileage.*

> *The best way to avoid huge deductions for above-average wear-and-tear is to establish a policy that encourages reporting and repairing all physical damage at the time of the incident.*

• **Sales Fees:** One-hundred percent of respondents say they encounter sales fees on a frequent basis, most typically when using auctions to remarket out-of-service fleet vehicles. The average fee is $95 per vehicle.

• **Additional Detailing:** If vehicles are not sold promptly, 66 percent of respondents say they encounter costs to get the vehicle sale-ready a second time, although this seldom occurs. This type of cost is typically incurred when remarketing through auctions. When it does happen, the typical service done is simply re-washing the vehicle, at an average cost of $8.75 per re-wash.

• **Clerical Processing Costs:** Additional administrative and clerical fees that are assessed at point-of-sale also seldom occur, say respondents, but when they do, the average cost is $30 for such services as duplicating titles, and key/send/receive work performed to ensure that titles are accurate and legitimate.

• **Relocation Charges:** Vehicles taken to other locations instead of being re-run through the original sales site incur transportation charges at the typical rate of 40 cents per mile, for 50-75 miles.

• **Vehicle Appraisal:** Seldom do respondents have vehicles appraised, according to the survey, but when they do, it is because they want to verify the condition of the car via an independent third party. Typically, this is because they discover unreported physical or mechanical damage that is in conflict with information they received from the lessee. The average cost of an appraisal is $62.50.

• **Other Chargebacks:** Other charges listed by respondents include interest equalization, in which interest is still owed on the vehicle, based on the out-of-service date. The average fee is $40.

Although it would be rare, if every cost category was incurred and then deducted from the gross selling price, as much as $1,059.75

could be "lost" or incurred as additional depreciation expense on a particular vehicle. How can this be minimized?

Minimizing Remarketing Costs

If you can't sell vehicles to company employees (see "Employee Sales Bring Highest Resale Return," at right), the best way to reduce remarketing costs is to make sure the vehicles being removed from service are in better shape.

One way to avoid the huge deduction for above-average wear-and tear ($383) is to establish a policy reporting and repairing all physical damage to a vehicle at the time of the incident; to perform necessary maintenance of the vehicle; and to increase driver awareness about the

Employee Sales Bring Highest Resale Return

Selling an out-of-service fleet vehicle to an employee at the end of its business life can be the most financially rewarding method of recouping a percentage of fleet acquisition costs. It also is the most frequently-used method of vehicle remarketing used by company-owned fleets.

Not only can the company receive a higher price than typically garnered at auction or through a wholesaler, but the employee who purchases the vehicle gets a better deal than going to a used-car lot. To price vehicles for employee sales, fleets typically use a percentage of prices defined in industry used-car guide books that list the fair market value of both import and domestic models.

"We use 100 percent of *Automotive Market Report*," says Janis Christensen, manager of fleet administration for TRW Information Systems & Services in Orange, CA. "We use the 'fair' pricing guide, then adjust for mileage and options. Currently, we remarket about 25 percent of our vehicles to employees, which is the National Association of Fleet Administration's figure for the average percentage of fleet cars sold by fleets to employees."

As an added incentive for employees to purchase out-of-service fleet vehicles, TRW offers a warranty on these cars.

"With our lessor, Wheels, Inc. in Des Plaines, IL, we offer a 12-month/12,000-mile warranty and automatically build the cost of that warranty into the price that is quoted to the driver," explains Christensen. "The buyer is advised that he or she can decline the coverage, but most take it. This is not a manufacturer's warranty — Wheels offers the warranty through an independent company."

Now for the first time ever...

AUCTIONNET

The first nationwide electronic network for used vehicle values. Member auctions of NAAA transfer day-of-sale auction results to NADA's computers.

AUCTIONNET lets you create customized reports by...

- Region Code
- Vehicle ID Number
- Vehicle Description
- Mileage
- Sales Type
- Sales Date
- Sales Price

AUCTIONNET takes day-of-sale auction information and tailors it to your needs. In today's market you need the *competitive edge*...you need AUCTIONNET...

AUCTIONNET is a joint venture of the National Automobile Dealers Association and the National Auto Auction Association

NADA Used Car Guide Company
8400 Westpark Drive
McLean, VA 22102

1-800-544-6232
(outside Virginia)

1-800-523-3110
(inside Virginia)

Circle 130 on Inquiry Card

effect that treating a car poorly has on resale value. Since an average of 65 percent of turned-in vehicles do not have this problem, most of your drivers are clearly treating fleet vehicles with care. A policy that penalizes drivers who turn in vehicles with above-average wear-and-tear may be a solution. Let your lessor know that you are aware of how effectively they are minimizing resale expenses, but also let them know that your company is concerned about where remarketing costs are incurred. Don't wait until it is time to renegotiate your fleet contract to advise your lessor that you want to reduce the costs of remarketing as much as possible. After performing a cost/benefit analysis, take some of the steps listed above, such as reconditioning and vehicle detailing and clean-up. You may find it cheaper to have each driver arrange for repair and clean-up rather than having your fleet leasing and management company perform these services after the vehicle is turned in. If you can do it more economically, see where your lessor stands on such issues. Establish quality standards in each area you can perform less expensively so that everyone is in agreement on what is acceptable in these areas. A thorough in-house condition report could also go a long way toward alleviating any confusion over the condition of each vehicle at turn-in time.

Transportation charges may also be a point of negotiation, especially if your lessor is charging a flat fee for transportation. According to the survey results listed above, a per-mile fee may save a substantial amount of money.

Whatever method is used for remarketing out-of-service fleet vehicles, be aware of the costs and work closely with your lessor, or your vehicle remarketer, if your fleet is company owned. AF

> *Vehicle appraisals are usually performed to verify the condition of the car via an independent third party. Frequently, this is because the vehicle has unreported physical or mechanical damage that is in conflict with information received from the lessee.*

Facts fleet managers should know to avoid driving blind.

If you're like many fleet managers, you realize it's efficient to use national account vendors to service and maintain your vehicles. But, without an effective way to track and verify your national account information, you're simply driving blind. And that could cost you millions.

Overservicing can be a costly pitfall when your fleet depends on several national account suppliers. Overmaintaining your vehicles is like throwing away money with every mile driven. What's more, you may be unwittingly paying for costly billing errors. $400.00 oil changes and duplicate bills are not uncommon problems.

It pays to take charge.

Now, you can solve those problems with Car Fleet Control's unique National Account Transfer and Verification (NATV) software. A proven cost cutter and time saver, it's the one tool you need to keep your national account vendors in line.

NATV's unique Scorecard tells you instantly which suppliers are best, or worst. In a flash, you can trap duplicate billings and identify excessive repair or maintenance costs. Plus, NATV moves mountains of data with just a few keystrokes on IBM and compatible microcomputers. Best of all, proactive NATV users can actually lower costs with every mile driven.

Call today for your NO OBLIGATION FREE TRIAL.

Test drive Car Fleet Control software with your own data, for free. See for yourself how it's the simple answer to tough questions about how to reduce fleet expenses.

1-800-468-2411
(from 415 area code please dial 343-2836)

Car Fleet Control

Copyright 1992 Car Fleet Control, Inc.

Circle 131 on Inquiry Card

Truck Resale Values Up But Percentage Retention Down

As new-truck prices rise and budgets tighten, fleet managers need to know the economics of using minivans, full-size vans, and sport/utility vehicles in their operations.

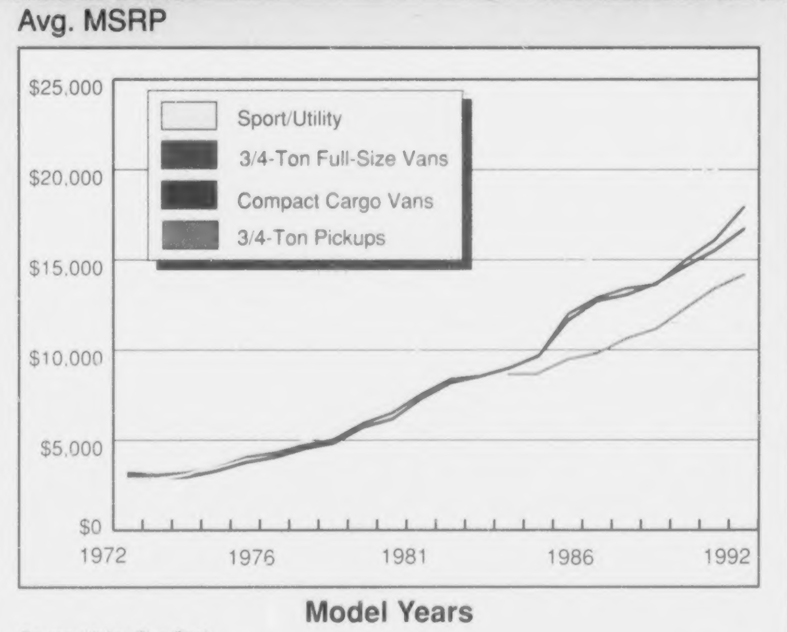
Currently, manufacturers are charging a healthy premium for sport/utility vehicles as an alternative to pickups. Domestic makers, on average, have MSRPs 16 percent above 3/4-ton pickups for compact sport/utilities, and 26 percent above 3/4-ton pickups for full-size sport/utilities. Vans are a different story. Three-quarter-ton full-size vans average three percent *under* MSRP for 3/4-ton pickups, while compact vans are even lower, at 18 percent.

However, it is arguable that such comparisons are misleading because manufacturers have made certain expensive safety equipment standard on some, but not all, of their truck models. For instance, anti-lock braking systems (ABS) and supplemental restraint systems (airbags) are showing up on newly-redesigned vehicles, but not on carryover designs.

Twenty-Year Comparison

With the assistance of Charlie Vogelheim, editor of *Kelley Blue Book* in Irvine, CA, *Automotive Fleet* has analyzed current and previous issues of that publication to track the progression of new and used truck prices for the past 20 years.

New Truck Prices*
(Period: 1972-1992)

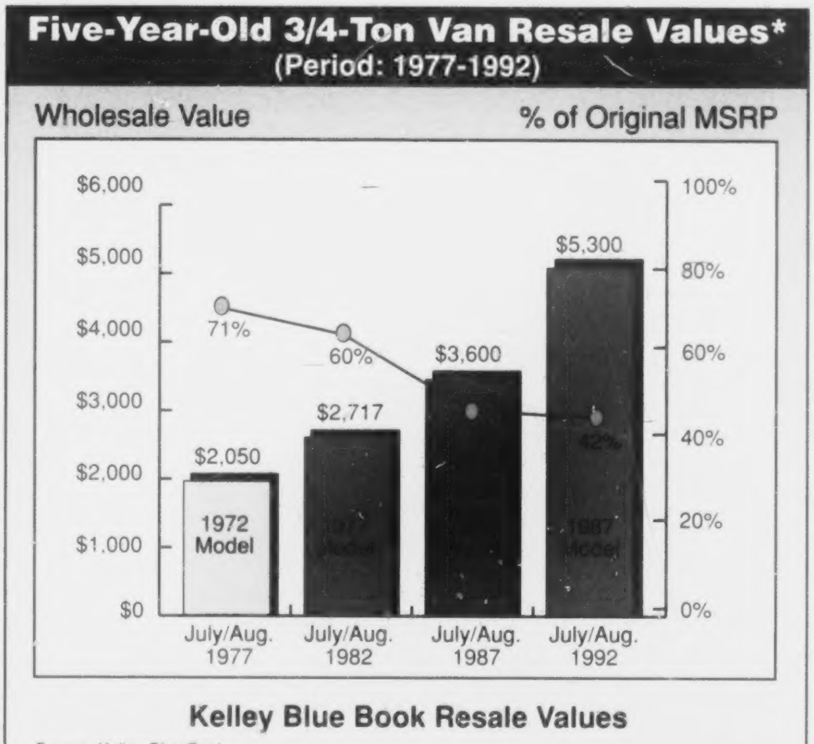


Source: Kelley Blue Book
*Dodge, Ford, and GM resale values averaged

Figure 1.

1992-model full-size 3/4-ton vans are now double the average manufacturer suggested retail price of 10 years ago for 1982 models, and more than five times the average price of 20 years ago for 1972 models. Similarly, new full-size vans have moved up at comparable rates, while sport/utility suggested-retail prices have gone up even faster. Compact cargo vans held steady for a year or so after their debut, but have been moving up ever since.

This research discerned that 1992 full-size 3/4-ton vans are now double the average manufacturer suggested retail price of 10 years ago for 1982 models, and more than five times the average price of 20 years ago for 1972 models. Similarly, new full-size vans have moved up at comparable rates, while sport/utility suggested retail prices have gone up



Source: Kelley Blue Book
*Dodge, Ford, and GM resale values averaged

Figure 2.

Figure 2. Five-year-old, full-size 3/4-ton vans are worth more in 1992 than in past years, but their percentage retention has declined from 71 percent in 1977 to 42 percent today. It is interesting to note that 1992 percentage retention levels changed less from 1987 to 1992 than in previous five-year intervals.

even faster. Compact cargo vans held steady for a year or so after their debut, but have been moving up ever since. (See Figure 1.)

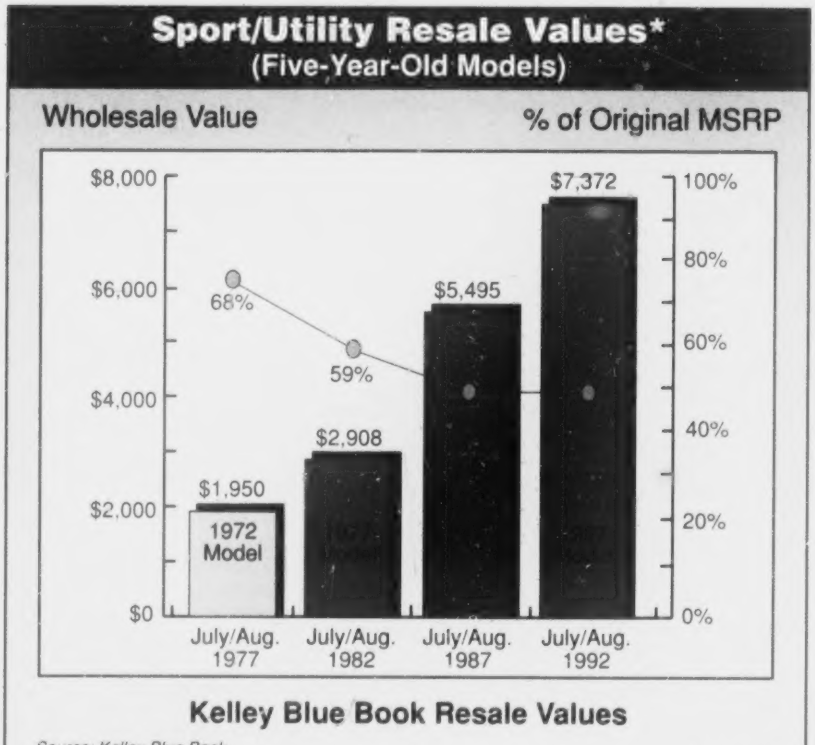
It doesn't appear that these pricing trends will halt any time soon. As a consequence, fleet managers can expect extreme financial pressures to be placed on their future budgets.

Resale Values Increase, Percentage Retention Decline

Some analyses relate resale value as a percentage of a vehicle's original price in an effort to offset rising price levels. *Automotive Fleet* performed these comparisons for five-year-old vehicles and found:

- Five-year-old, full-size 3/4-ton vans are worth more in 1992 than in past years, but their percentage retention has declined from 71 percent in 1977 to 42 percent today. It is interesting to note that 1992 percentage retention levels changed less from 1987 to 1992 than in previous five-year intervals. (See Figure 2.)
- Five-year-old compact vans in 1992 have average wholesale values about $1,100 less than 3/4-ton vans, but their *percentage retention* is 42 percent, which is identical to full-size vans. No data exists for earlier model years since compact vans were not yet on the market in volume.
- Sport/utility vehicles currently have a six-point higher percentage retention than do vans, and somewhat higher dollar values. (See Figure 3.)

The determination that percentage retention of original cost aren't



Source: Kelley Blue Book
*Dodge, Ford, GM, IHC, Jeep, Nissan, and Toyota resale values averaged

Figure 3.

Figure 3. As with full-size vans, five-year-old sport/utility models are worth more in 1992 than in past years, but their percentage retention has declined from 68 percent in 1977 to 48 percent today. Nonetheless, sport/utility vehicles currently have a six point higher percentage retention than do vans, and somewhat higher dollar values.

as strong today as in the past was also confirmed by Jeff Pierce, editor of the *Black Book Official Truck & Van Guide* in Gainesville, GA. Pierce reports that *Black Book's* studies of Chevrolet and Ford top line 1/2- and one-ton pickups reveal a lower percentage return of original invoice prices than 10 years ago.

"This tends to make a case for buying a used vehicle over a new one even stronger today than it was just a few years ago," says Pierce.

Establishing Depreciation Schedules

Accounting rules establishing depreciation schedules for fleets start with the original cost outlay for each vehicle with a set amount of depreciation or amortization write-off of this cost over the vehicle's useful life. But as replacement vehicle prices rise in the future, a gap is created between the accumulated amount of book depreciation for an in-service vehicle and the cost of a comparable replacement model. As a result, the annual capital expenditure budgets of fleet managers will get financially squeezed as the necessity for replacement vehicles occurs.

Impact Of Mileage On Resale Value

Used-vehicle guidebooks not only publish average prices for vehicles with average mileage, but they also include tables for adjusting the values of vehicles with unusually low or high mileage. The good news is that today's "normal" mileages are approximately 20 percent higher than 10 years ago, and offers fleets additional vehicle usage without resale penalty. (See Figure 4 on page 114.)

> *As replacement vehicle prices rise in the future, the gap between the accumulated amount of book depreciation for an in-service vehicle and the cost of the replacement model will continue to increase.*

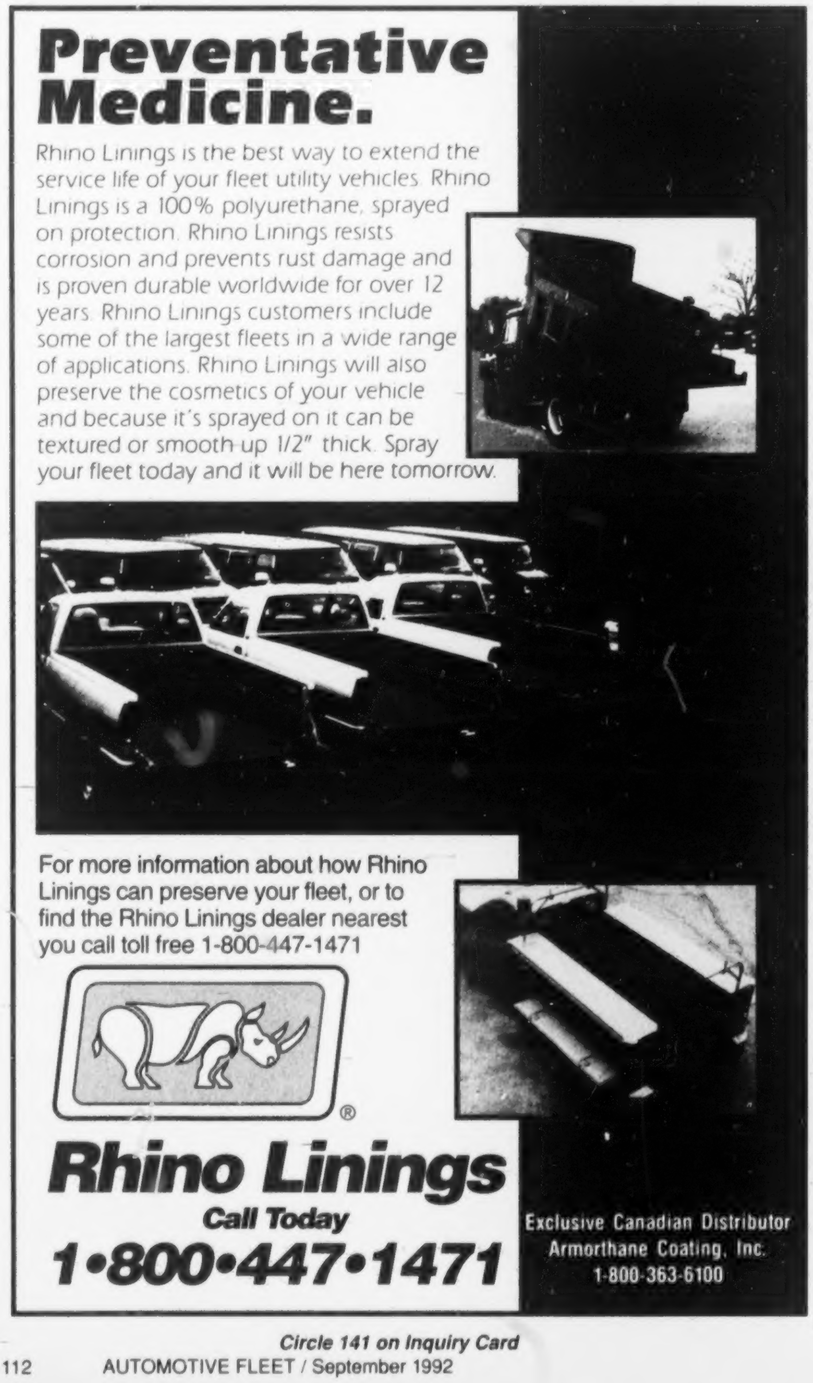
What To Expect

There are three things to expect in the next five years:

First, inflation will continue throughout the world as governments struggle with unbalanced budgets and enormous accumulated past debts. This will undoubtedly impact new vehicle prices.

Second, depreciation charges will generate more accruals as a result of

Story continued on page 116.
Charts continued on page 114.



Preventative Medicine.

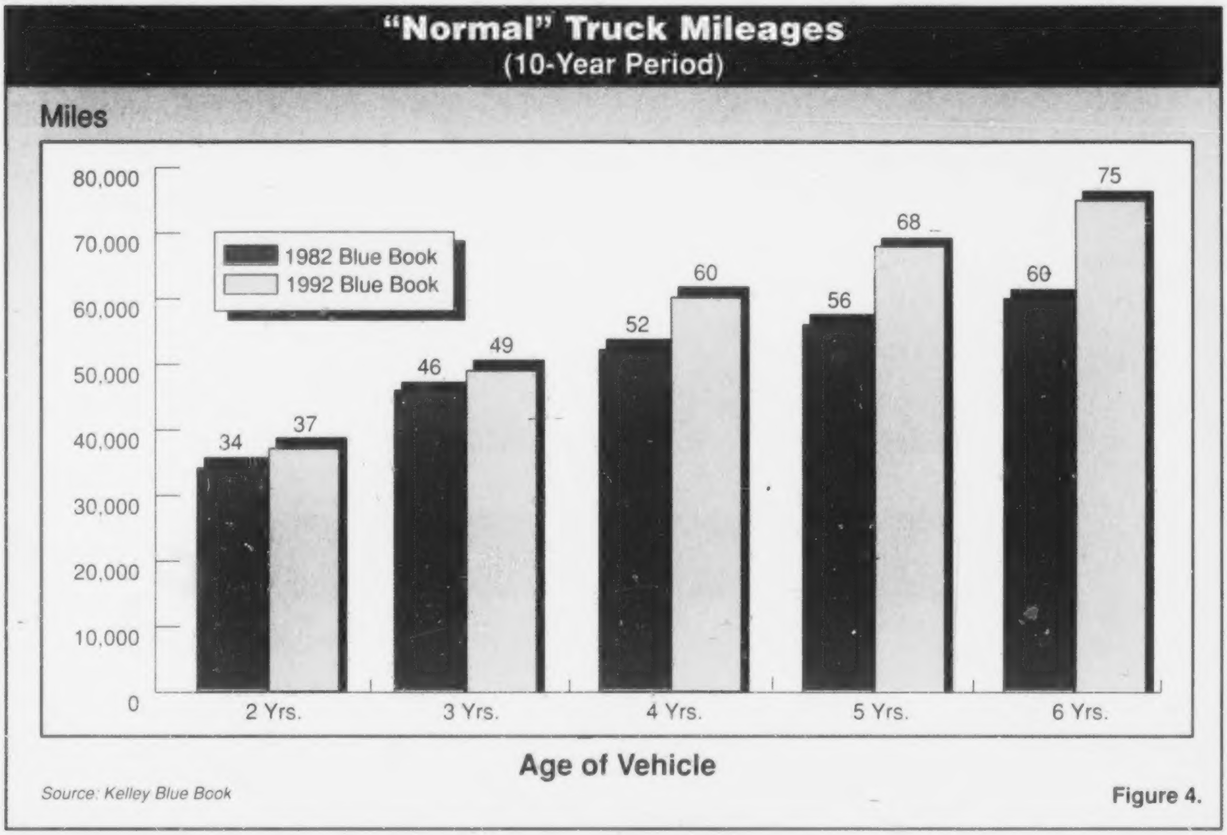
Rhino Linings is the best way to extend the service life of your fleet utility vehicles. Rhino Linings is a 100% polyurethane, sprayed on protection. Rhino Linings resists corrosion and prevents rust damage and is proven durable worldwide for over 12 years. Rhino Linings customers include some of the largest fleets in a wide range of applications. Rhino Linings will also preserve the cosmetics of your vehicle and because it's sprayed on it can be textured or smooth up 1/2" thick. Spray your fleet today and it will be here tomorrow.

For more information about how Rhino Linings can preserve your fleet, or to find the Rhino Linings dealer nearest you call toll free 1-800-447-1471

Rhino Linings®
Call Today
1•800•447•1471

Exclusive Canadian Distributor
Armorthane Coating, Inc.
1-800-363-6100

Circle 141 on Inquiry Card

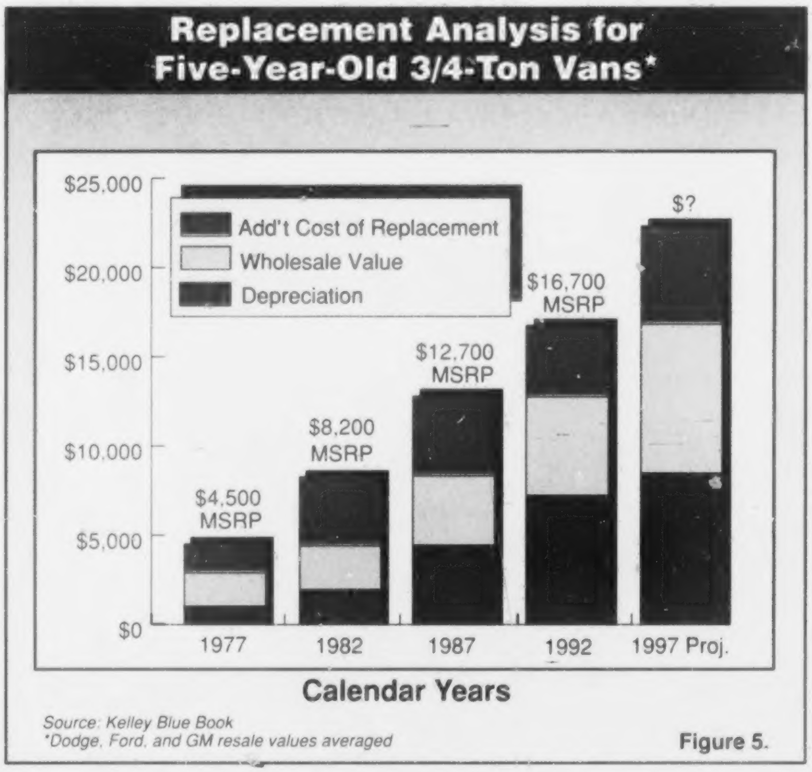


Source: Kelley Blue Book

Figure 4.

Figure 4. Used-vehicle guidebooks not only publish average prices for vehicles with average mileage, but they also include tables for adjusting the value of vehicles with unusually low or high mileage. The good news is that today's "normal" mileages are approximately 20 percent higher than 10 years ago, and offers fleets additional vehicle usage without resale penalty.

Story continued on page 116.



Source: Kelley Blue Book
*Dodge, Ford, and GM resale values averaged

Figure 5.

Figure 5. Accounting rules establishing depreciation schedules for fleets start with the original cost outlay for each vehicle with a set amount of depreciation or amortization to write off this cost over the vehicle's useful life. But as replacement vehicle prices rise in the future, a gap is created between the accumulated amount of book depreciation for an in-service vehicle and the cost of a comparable replacement model. As a result the annual capital expenditure budgets of fleet managers will be financially squeezed as the necessity for replacement vehicles occurs. Pressures will be strong for fleet managers to purchase less costly vehicle types, and/or running vehicles longer.

higher prices paid for vehicles now in fleet service, but fall short of covering the full cost of vehicle replacement.

Finally, fleets will have to fund considerable amounts to cover higher prices for replacement vehicles. Pressures will be strong for fleet managers to purchase less costly vehicle types, and/or running fleet vehicles longer. The extent of this supplementation in the past and present, and a projection for 1997, are shown in Figure 5.

What Were the Conclusions?

Prices of replacement fleet trucks have been rising considerably over the past 20 years, and show no sign of abating in the five years ahead. Fleets need to plan accordingly for their own future health and survival.

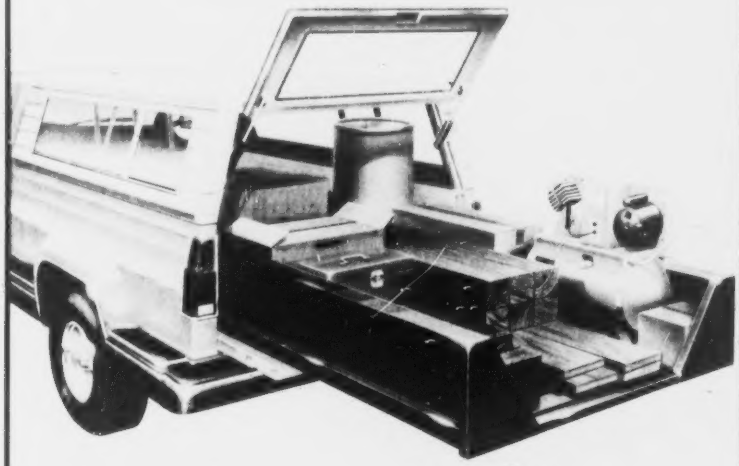
Fleet managers will need, more than ever, to review their operations and seek innovative means to reduce cost. Like experienced travelers who know how to prune weight from their luggage, future fleets will seek to carry less unnecessary weight on their trucks. They will specify smaller and lighter vehicles where possible, invest in longer-lived diesels where available in Class 3-4 trucks, rely on more electronics for two-way communication for dispatching and breakdown assistance, and probably run vehicles more miles before replacement.

Reconditioning used equipment for remarketing will become increasingly important. According to Pete Lukasiak, executive director of National Auto Auction Association in Monrovia, MD, auctions have invested approximately $2 billion in reconditioning centers to assist fleets in such efforts.

Today's "normal" mileage is approximately 20 percent higher than it was 10 years ago, and offers fleets additional usage without resale penalty.

Sport/utility vehicles, particularly those based on full-size pickups, will be used only where their functional capability justifies their added investment. Fleets operating emergency vehicles where storms unexpectedly close roads will need to invest in all-wheel-drive vehicles, but using such vehicles as "perks" will be increasingly difficult to justify financially.

Some poignant words of caution; however, come from Gene McDonald, president of National Auto Research in Gainesville, GA: "You must look after the customer's needs if you want a satisfied customer. Don't put him in under-specified equipment."



Why strain, struggle, reach or crawl?

Now, you can load and unload cargo quicker and more cost effectively than you ever imagined possible.

- Oregon Conference Award for safety
- OSHA Commendation for safety
- Drastically reduces the risk of back injury, recommended by Workers Compensation Board
- Increases accessibility to cargo by up to 75%
- Fits virtually any pick-up, van, utility box, suburban, bus or TV
- Comes with a 30-day "buy-back" guarantee

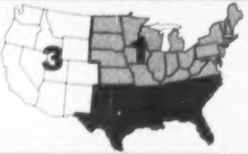
JOEY BED

2627 S.E. Holgate – Portland, OR 97202
Toll Free **1-800-522-JOEY (5639)**
In Oregon Call **232-4837**

Circle 144 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending July 27,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report.*



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	4.930	4,979	4,889
Sedan	4.997	5,047	4.958
88 BUICK SKYHAWK			
Coupe	3.954	3.994	3,921
Sedan	4.013	4.053	3.980
91 BUICK SKYLARK			
Cust. Sedan	8.281	8.363	8.213
90 BUICK SKYLARK			
Cust. Sedan	6.751	6.818	6.697
91 BUICK CENTURY			
Cust. Sedan	9.887	9.987	9.809
90 BUICK CENTURY			
Cust. Sedan	7.199	7.271	7.142
91 BUICK LESABRE			
Cust. Sedan	11.900	12.019	11.805
90 BUICK LESABRE			
Cust. Sedan	9.310	9.403	9.235
91 CADILLAC DEVILLE			
Coupe	18.816	19.004	18.665
Sedan	19.002	19.192	18.850
90 CADILLAC DEVILLE			
Coupe	15,314	15.466	15.192
Sedan	15.470	15.626	15.346
91 CADILLAC SEVILLE			
Sedan	18.372	18.556	18.225
90 CADILLAC SEVILLE			
Sedan	15.527	15.684	15.404
91 CHEVY BERETTA			
Coupe	8,242	8,325	8.174
90 CHEVY BERETTA			
Coupe	6.780	6.848	6.727
91 CHEVY CORSICA			
Htchbk. 4-Dr.	7,926	8.006	7,862
90 CHEVY CORSICA			
Htchbk. 4-Dr.	6.199	6.261	6.149
91 CHEVY CAVALIER			
Sedan	6,325	6.389	6.275
90 CHEVY CAVALIER			
Sedan	4,747	4,794	4.708
89 CHEVY CELEBRITY			
Sedan	5.013	5.062	4.974
91 CHEVY CAPRICE			
Sedan	10.134	10.235	10,052
90 CHEVY CAPRICE			
Sedan	7.194	7.266	7.137
91 CHRYSLER LEBARON			
Sedan	9.308	9.402	9.234
90 CHRYSLER LEBARON			
Sedan	8.230	8.312	8.163
91 CHRYSLER NEW YORKER			
Salon Sedan	11,415	11,530	11,325
90 CHRYSLER NEW YORKER			
Sedan	9.503	9.599	9.429
89 CHRYSLER FIFTH AVENUE			
Sedan	7.917	7.997	7.854
88 CHRYSLER FIFTH AVENUE			
Sedan	6.019	6.077	5,971
89 DODGE ARIES AMERICA			
Sedan	3.946	3.987	3.913
88 DODGE ARIES AMERICA			
Sedan	3,123	3.154	3.097
90 DODGE SHADOW			
Lftbk. 5-Dr.	5.626	5.682	5.581
91 DODGE DYNASTY			
Sedan	8.786	8.873	8.715
91 FORD ESCORT			
Htchbk. 4-Dr. LX	6.446	6.511	6.395
90 FORD ESCORT			
Htchbk. 4-Dr. LX	4.888	4.936	4.847
91 FORD MUSTANG			
LX-4 Coupe	7.921	8.000	7,856
91 FORD TEMPO			
GL Sedan 4-Dr.	6,941	7,011	6.885
90 FORD TEMPO			
GL Sedan 4-Dr.	5.565	5.619	5.520
91 FORD TAURUS			
GL Sedan 4-Dr.	9.963	10.063	9.883
90 FORD TAURUS			
GL Sedan 4-Dr.	7.552	7.627	7.491
91 FORD CROWN VICTORIA			
Sedan	11,068	11.177	10.980
90 FORD CROWN VICTORIA			
Sedan	9.072	9.163	9.001
91 FORD THUNDERBIRD			
Coupe	10.548	10.654	10.463
90 FORD THUNDERBIRD			
Coupe	8.361	8.446	8.294
91 LEXUS			
ES 250 Sedan	16.899	17.068	16.753
90 LEXUS			
ES 250 Sedan	13.968	14.106	13.858
91 LEXUS			
LS 400 Sedan	32.524	32.849	32.264
90 LEXUS			
LS 400 Sedan	27.512	27.784	27.291
91 LINCOLN			
Town Car Sedan	18.387	18.570	18.238
Mark VII LSC Coupe	18.653	18.839	18.503
Continental Sedan	17.378	17.553	17.240
90 LINCOLN			
Town Car Sedan	15.603	15.758	15.477
Mark VII LSC Coupe	14.741	14.888	14.623
Continental Sedan	14.051	14.192	13.940
91 MAZDA 626			
LX Sedan 4-Dr.	10.258	10.361	10.175
91 MERCURY COUGAR			
LS Coupe	11.048	11.157	10.960
90 MERCURY COUGAR			
LS Coupe	9.105	9.197	9.033
91 MERCURY TOPAZ			
GS Sedan 4-Dr.	7.076	7.146	7.020
90 MERCURY TOPAZ			
GS Sedan 4-Dr.	5.695	5.752	5.650
91 MERCURY SABLE			
GS Sedan 4-Dr.	10.147	10.249	10.067
90 MERCURY SABLE			
GS Sedan 4-Dr.	7.649	7.725	7.588
91 MERCURY GRAND MARQUIS			
GS Sedan	11.627	11.744	11.535
90 MERCURY GRAND MARQUIS			
GS Sedan	9.720	9.817	9.642
91 MITSUBISHI MIRAGE			
Sedan 4-Dr.	6.655	6.720	6.600
90 MITSUBISHI MIRAGE			
Sedan 4-Dr.	5.446	5.501	5.404
91 NISSAN MAXIMA			
SE Sedan	15.502	15.657	15.378
90 NISSAN MAXIMA			
SE Sedan	13.698	13.835	13.589
91 NISSAN SENTRA			
Sedan 2-Dr.	6.818	6.889	6.763
90 NISSAN SENTRA			
Sedan 2-Dr.	4.731	4.779	4.692
91 NISSAN STANZA			
XE Sedan 4-Dr.	9.348	9.440	9.271
90 NISSAN STANZA			
Ntchbk. 4-Dr.	8.078	8.158	8.015
91 OLDS CIERA			
S Coupe	9.790	9.887	9.710
Sedan	9.393	9.487	9.318
90 OLDS CIERA			
Coupe	8.540	8.626	8.472
Sedan	6.951	7.020	6.895
91 OLDS CALAIS			
Sedan	7.394	7.467	7.336
90 OLDS CALAIS			
Sedan	6.002	6.061	5.953
91 OLDS CUTLASS SUPREME			
Coupe	10.588	10.694	10.502
90 OLDS CUTLASS SUPREME			
Coupe	8.327	8.410	8.260
91 OLDS 98 REGENCY			
Sedan	18.496	18.680	18.347
90 OLDS 98 REGENCY			
Sedan	11.609	11.726	11.516
91 PONTIAC SUNBIRD			
SE Coupe	7.589	7.665	7.527
LE Sedan	7.205	7.277	7.145
90 PONTIAC SUNBIRD			
SE Coupe	5.990	6.050	5.942
LE Sedan	5.780	5.837	5.733
91 PONTIAC 6000			
LE Sedan	9.452	9.546	9.377
90 PONTIAC 6000			
LE Sedan	6.880	6.950	6.825
91 PONTIAC GRAND AM			
LE Sedan	8.029	8.108	7.965
90 PONTIAC GRAND AM			
LE Sedan	6.800	6.869	6.747
91 PONTIAC BONNEVILLE			
LE Sedan	11.936	12.056	11.841
90 PONTIAC BONNEVILLE			
LE Sedan	9.189	9.280	9.115
91 PONTIAC GRAND PRIX			
SE Coupe	10.662	10.769	10.578
90 PONTIAC GRAND PRIX			
Coupe	8.229	8.311	8.161
91 SUBARU LEGACY			
L Sedan 4-Dr.	9.000	9.091	8.928
91 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	10.715	10.826	10.634
90 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	9.265	9.356	9.187
91 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	8.232	8.317	8.166
90 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	6.956	7.025	6.897
91 TOYOTA CRESSIDA			
Lux Sedan	16.725	16.892	16.592
90 TOYOTA CRESSIDA			
Lux Sedan	14.131	14.270	14.018
90 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	7.313	7.384	7.254
89 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	6.350	6.412	6.300
91 VOLVO			
240 DL Sedan	14.171	14.316	14.060
90 VOLVO			
240 DL Sedan	11.301	11.413	11.210

PRODUCTS

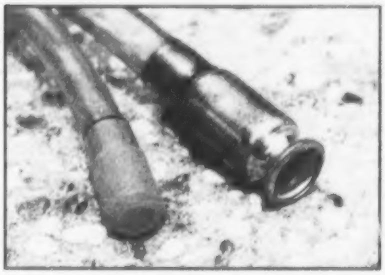
Measures sealable compact commercial pumps for petroleum and methanol products have been introduced. The Series 9122 and 9123 pumps are designed primarily for use on above-ground tanks, but also have applications wherever a low profile is required. The 9122 is rated at 15 gallons-per-minute and the 9123 at 22 gallons-per-minute. Components for the tanks include: belt-driven gear pumps with integral air eliminator, positive displacement meters, reliable mechanical four-wheel gallons/liters registers with reset interlock, one-third horsepower intermittent duty motors, and three-quarter horsepower continuous duty motors. Options include pulsers for key and card systems, vapor recovery, automatic nozzles, high hose retractors, swivels, and internal filters. *Gasboy.*

Circle 207 on Inquiry Card

FUEL TRANSFER

Super-Siphon Aids With Moving Fluids

The Self Priming Super-Siphon from Aussie Super Siphon Inc. makes transferring fluids from one container to another easier. The hose comes in two sizes for the removal of gas from vehicle fuel tanks or other containers. A pump on one end of the siphon hose contains a glass marble and stainless steel spring. The spring forces the liquid up into the hose and the marble stops the liquid from escaping once inside. The siphon is able to pump all types of liquid. *Aussie Super Siphon, Inc.*



Circle 213 on Inquiry Card

automotive
FLEET®

Company Car Policy Manual

contains: detailed fleet policies, procedures and sample forms

AVAILABLE AS:

- **book $20.00**
- **diskette $35.00**

Includes postage and handling
Diskette orders: specify word processing format desired.

Send check made out to Bobit Publishing with order to:

BOBIT PUBLISHING
Policy Manual
Bobit Publishing Co.
2512 Artesia Blvd.
Redondo Beach, CA 90278

CLASSIFIED

POSITION AVAILABLE

Fortune 50 Company seeks Fleet Operations Supervisor to manage Corporate Fleet, including executive auto leasing program. Previous experience in domestic & foreign car selection, lessor negotiations, used car disposal & repair, analysis of cost trends, IRS reporting, safety & insurance control. Computer know-how. Send resume to:

G. WASHINGTON
Bristol-Myers Sqibb
345 Park Avenue, Room 3-147
New York, NY 10154
Fax (212) 546-9707

AUTOMOTIVE FLEET CLASSIFIED

For information, or to place your classified ad today, call:
Kim Martindale
(310) 376-8788

GAS/DIESEL PRICES

July 24, 1992 AVG. NATIONWIDE PRICES	REG. UNLEADED GAS	DIESEL
Full-Serve	140.65	143.58
Self-Serve	114.42	120.86

	Unleaded Gas		Diesel	
City*	Full-Serve	Self-Serve	Full-Serve	Serve-Serve
Atlanta, GA	147.62	100.97	145.34	111.11
Boston, MA	132.25	120.02	130.27	122.77
Chicago, IL	159.45	118.18	147.09	126.24
Dallas, TX	159.77	112.62	162.08	119.65
Denver, CO	170.46	120.23	151.50	126.50
Detroit, MI	154.91	101.28	136.23	113.84
Houston, TX	155.31	110.84	152.75	131.17
Los Angeles, CA	159.44	128.60	155.63	121.75
Memphis, TN	160.57	113.87	156.50	119.37
Miami, FL	151.08	113.20	151.94	122.14
Minneapolis, MN	155.25	115.75	113.40	113.90
New Orleans, LA	165.47	114.34	151.57	123.53
Omaha, NE	135.90	113.77	135.30	119.59
Philadelphia, PA	143.36	114.41	144.04	119.82
Phoenix, AZ	161.76	122.17	157.61	128.64
Portland, OR	149.90	130.25	129.57	131.09
San Francisco, CA	163.25	129.31	163.90	133.06
Seattle, WA	161.60	126.57	155.54	127.16
St. Louis, MO	142.44	102.88	122.70	105.96
Washington, D.C.	153.57	113.68	152.58	124.73

Source: Lundberg Survey Inc. © 1992. P.O. Box 3996, N. Hollywood, CA 91609. (818) 768-5111.
** The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey Inc. All prices include taxes and are rounded up to the closest hundredth of a cent.*

NEW MODEL ISSUE

obit publication

october 1992

C 1575 - 2

automotive FLEET®

THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

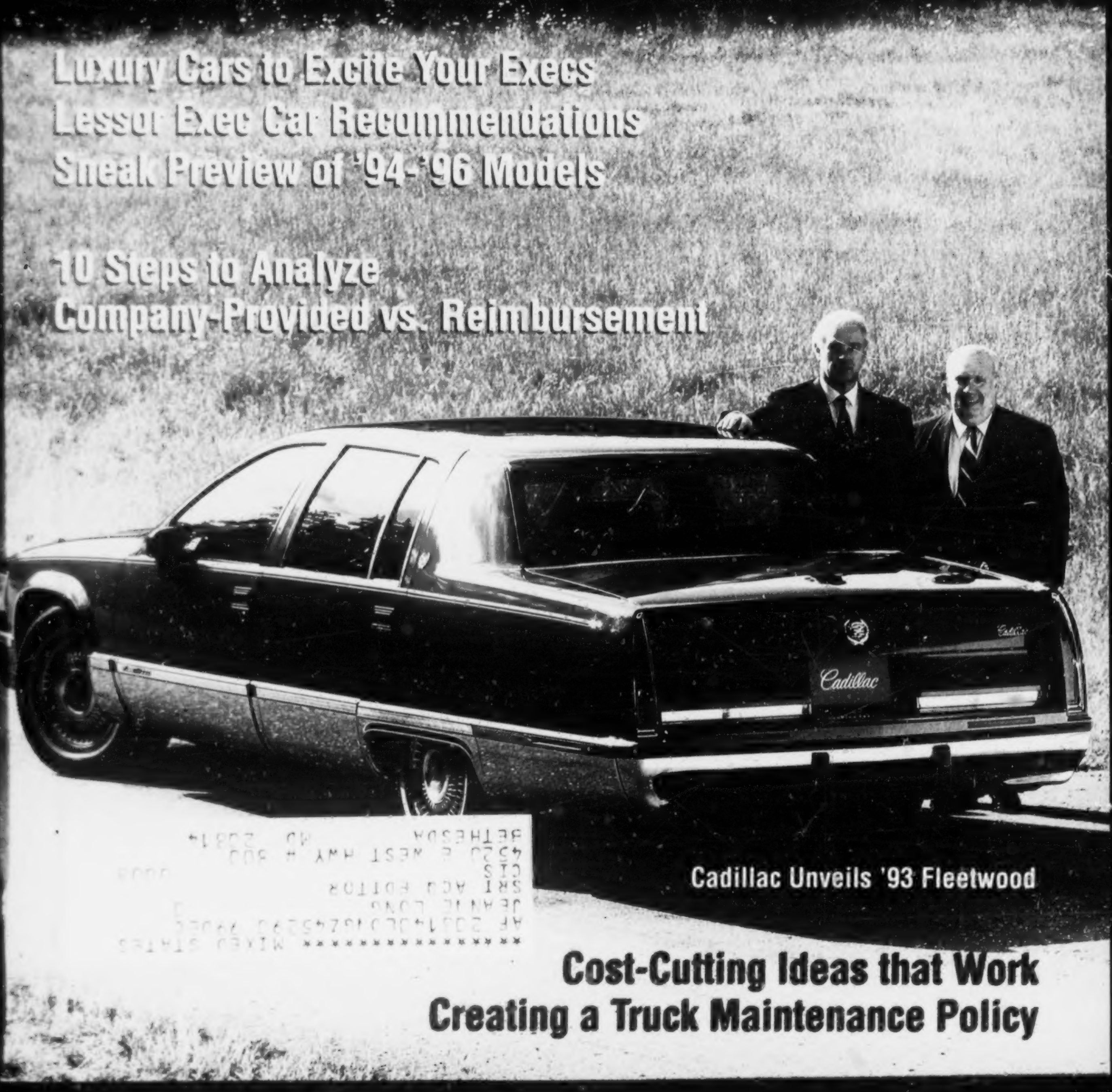
WHAT'S NEW FOR '93

Luxury Cars to Excite Your Execs

Lessor Exec Car Recommendations

Sneak Preview of '94-'96 Models

10 Steps to Analyze Company-Provided vs. Reimbursement



Cadillac Unveils '93 Fleetwood

Cost-Cutting Ideas that Work

Creating a Truck Maintenance Policy

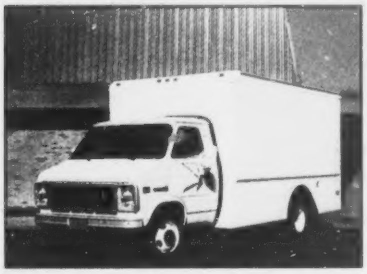
automotive
FLEET®
THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

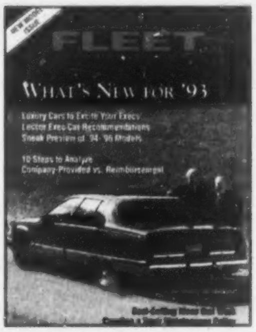
October 1992
VOL. 31, NO. 12

Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

***Page 16** — The 1993 Dodge Intrepid has a 3.5L 24-valve V-6 engine, driver- and passenger-side airbags, and a four-speed automatic transaxle.*



***Page 88** — A maintenance policy should also provide a contingency plan to offer backup vehicles when units are unexpectedly down. One alternative may be a short-term rental.*


FLEET
WHAT'S NEW FOR '93
Luxury Cars to Excite Your Execs
Lessor Exec-Car Recommendations
Sneak Preview of '94-'96 Models
10 Steps to Analyze

On the Cover: *Peter Gerosa, general sales & service manager for Cadillac, and Vic Poleni, Cadillac's manager of fleet & limousine activity, pose behind the redesigned 1993 Cadillac Fleetwood. See page 58. Photography by David Franklin Studios.*

Features

16 **1993-Model Year Fleet Car Facts at a Glance**
Here's what's new for fleet cars for 1993.

26 **1993-Model Year Luxury Lineup Offer Executives' Choices**
Many 1993-model luxury cars offer improved safety features and refined engines.

34 **Lessor Recommendation Guide to 1993 Executive Vehicles**
Twelve lessors give their recommendations for 18 different executive vehicles.

36 **A Three-Year Forecast of Upcoming Fleet Vehicles**
The next three years will mean big changes for many fleet cars.

44 **10-Step Analysis of Employee- vs. Company-Provided Cars**
Find out how to financially compare the value of company-provided versus employee-provided vehicles.

54 **Tax Rules for Transferring Leased Units to Other States**
Knowing the tax rules can help save money.

58 **1993 Cadillac Fleetwood Goes RWD & Adds Airbags**
The new Fleetwood has been redesigned with more interior and trunk space.

64 **Aggressive Cost-Cutting Ideas (that Work)!**
Six fleet managers share ideas on how they cut costs.

72 **Keeping Drivers Informed Minimizes Operating Costs**
Business Driver *magazine is an effective way to promote safety and proper maintenance to your drivers.*

74 **How to Analyze Fuel Management Reports**
Fuel management reports are a valuable source for making comparative analyses and monitoring fuel consumption and expenditures.

78 **Rental Replacements: RX for Driver Downtime**
Rental replacements help fleet managers fulfill the need for temporary vehicles.

82 **Selling Used-Fleet Vehicles to the Movie Industry**
How to make your out-of-service vehicle a "celebrity."

84 **Tire Maintenance and Inspection Means Savings**
Proper tire maintenance provides big savings by prolonging tire life.

Truck/Van Section

88 **The Value of Establishing a Fleet Maintenance Policy**
A written maintenance policy helps reduce costs and ensures that a vehicle's warranty is not voided by not adhering to maintenance intervals.

Departments

Letters 6
Industry News....................................8
Hotline 15
Truck & Van News 96
Personnel Personals.......................102
Leasing..104
Used-Car Prices 106
Products/Services..........................109
Gas/Diesel Prices 110
Ad Index 111
Calendar 111
Editorial 112

AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly with extra issue in April, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send Editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $35 per year; Canada $42 per year; Foreign $53 per year. Single copy price – $3. Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. Postmaster: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes, Auto Rental News, Bedroom, Business Driver, Installation News, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, and Showcase USA.

Chevrolet to Focus on Smaller Fleets

Chevrolet's new Commercial/Specialty Vehicles Group will work with dealerships to develop new business and increase sales in the small fleet market. Small fleets — fleets which operate 150 or fewer vehicles — represent a 1.4-million-unit market, says Tom Pfingst, the Chevrolet group's new director of field sales.

The Commercial/Specialty Vehicles Group is a new group within Chevrolet Motor Division. The small fleets that Chevrolet intends to cultivate as customers include city, police, taxi, and commuter van pools; daily rental vehicles for dealers; utility-firms; and operators of special commercial chassis. The group will also focus on RV business and specialty vehicles.

Only about 10 percent of Chevrolet's 4,400 dealers are active in commercial sales, Pfingst estimates. The group will provide training and support to dealerships to better tap into this market segment, Pfingst says. The group will establish a daily rental program for dealers that will make readily available to fleets Chevrolet cars, trucks, vans, and, possibly stepvans.

Altima Trademark Dispute Dismissed by Court

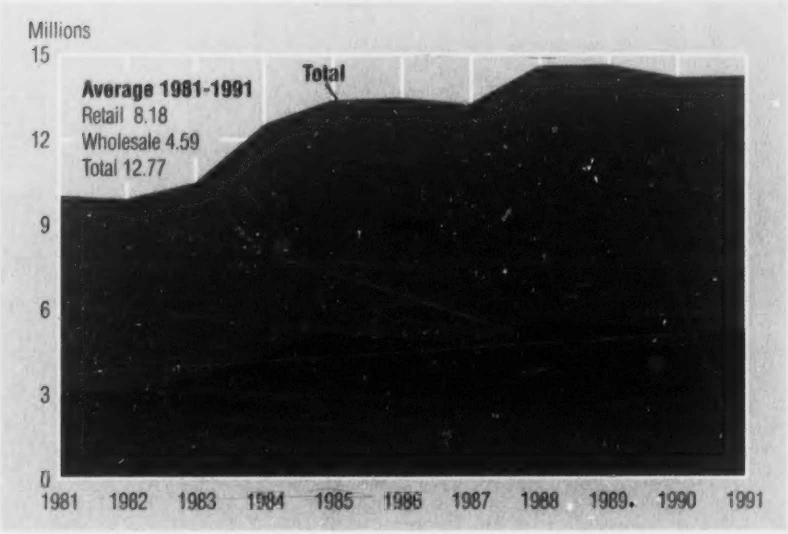
A lawsuit filed in federal district court against Nissan Motor Corporation in U.S.A. concerning possible trademark violations for Nissan's use of the Altima name was dismissed by a federal judge in the Northern District of Illinois on August 27, 1992. The suit was brought by Altima Systems, Inc. of Concord, CA, a manufacturer of portable computers. In the suit, Altima Systems sought injunctive relief and damages for acts of alleged trademark dilution and infringement and unfair competition.

Altima Systems has promoted, advertised, and sold its product line throughout the U.S. since 1990. The company expressed concern that Nissan's extensive national advertising campaign for the Altima would erode and destroy the advertising value and uniqueness of the brand name.

After considering all the evidence of both parties, the federal judge denied Altima System's request for a temporary restraining order against Nissan for the use of the Altima name. "We are pleased with the outcome of the hearing," said Earl Hesterberg, vice president and general manager, Nissan Division. "Obviously, the two products in question, a car and a computer, are not in competition with each other and will not be confused in the marketplace."

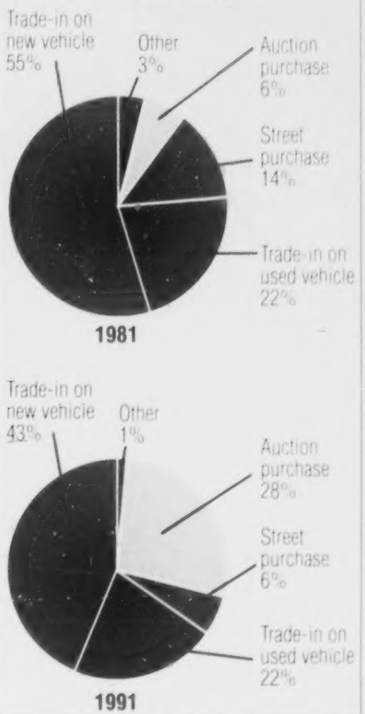
The all-new 1993 Nissan Alti-

Used-Vehicle Sales by Franchised New-Car Dealerships



Franchised new-car dealers sold an estimated 14.2 million used vehicles in 1991. Of these, 8.8 million used vehicles were retailed and 5.4 million were wholesaled. Franchised dealers obtained 65 percent of used units retailed from trade-ins and a record 28 percent from auctions. In 1981 dealers obtained 77 percent of their units from trade-ins and only six percent from auctions. The increase in dealer auction purchases has been the result of the high volume of program cars sold through closed auction sales and the increase in commercial fleet vehicles remarketed through auctions.
Reprinted by permission of Automotive Executive magazine, August 1992. NADA Services Corp.

Source of Used Vehicles Retailed by Franchised Dealerships



ma, which is positioned between the Maxima and Sentra, went on sale at Nissan dealerships nationwide Sep.1, 1992. Altima Systems had asked the district court to issue an injunction against Nissan's introduction of the Altima.

Piemonte Adds Chevrolet to Product Mix

Piemonte Fleet Operations, headquartered in Melrose Park, IL, has added the full line of Chevrolet cars and light trucks to its fleet customer offerings. Piemonte, which already sells Ford, Dodge, and Nissan products, provides nationwide delivery to fleets, as well as other fleet services.

The dealership has already begun selling Chevrolet products to fleet customers through its Melrose Park facility. Piemonte Fleet Operations is headed by Milo Matick, fleet sales manager, and Don Fenton,

U.S. Composite Fleet Expenses (Feb. 1991 to March 1992)

	$ Per Month	Cents Per Mile
Gasoline	105.33	5.07
Oil	2.70	0.13
Maintenance and Repair Expenses	36.66	1.76
Warranty Recovery	(0.36)	(0.02)
Tires and Tire Repair	10.46	0.50
Total Running Expenses	**154.79**	**7.44**
Provision for Depreciation	266.10	12.80
Depreciation Adjustment — Car Sold	14.04	0.68
Manufacturers Allowance	(0.36)	(0.02)
License & Taxes	19.86	0.96
Insurance	39.76	1.91
Accident and Theft Loss Expense	11.85	0.57
Recovery	(2.26)	(0.11)
Miscellaneous	4.51	0.22
Total Standing Expenses	**353.50**	**17.01**
Parking & Storage	23.61	1.14
Washing	8.60	0.41
Tolls	5.65	0.27
Total Incidental Expenses	**37.86**	**1.82**

Source: PHH FleetAmerica

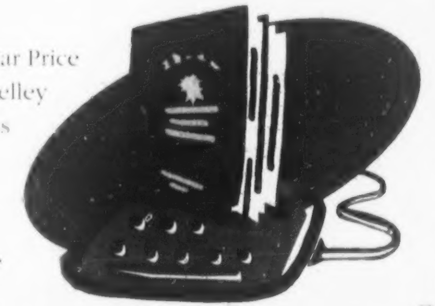
Fleet Option Pricing And More!

Fasten Your Seat Belts!

The latest and most powerful New Car Price Guide System is on the street. The Kelley Blue Book New Car Price Manual has teamed up with our PC Software to become ***POWERSYSTEM***.

Now you can use the Manual as a handy quick reference guide and the companion PC software to:

✓ Price a customized vehicle in minutes instead of hours
✓ Select options guaranteed to be available, compatible and accurate
✓ Compare various lease and finance options
✓ Compare up to 4 vehicles at a time
✓ Store vehicle selections for later retrieval
✓ Print out customized reports of all kinds
✓ Run on a network, with special pricing



Kelley Blue Book's
POWERSYSTEM
Computerized New Car Price Guide

Take A Test Drive Today!

See why Fleet Managers are switching to ***POWERSYSTEM:***

✓ 14 updates a year on disk
✓ LPO (limited production option) pricing
✓ Fleet incentive pricing

Move Into The Fast Lane!

One Fleet and Leasing customer said ***POWERSYSTEM*** "cut quote time from 6 hours to 15 minutes!" Another says "it would be hard to function without it!"

Kick The Tires.

Now you can see our new model up close. To receive a free demo kit for your IBM-compatible PC or a 30-day free trial call:

1-800-444-1743

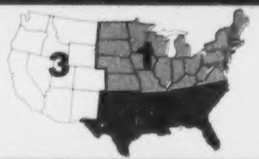
(714)-770-7704 in So. California)

KELLEY BLUE BOOK OFFICIAL GUIDE®

Circle 106 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending August 19,1992. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.



AVERAGE AUCTION PRICE			
Model	**Zone 1**	**Zone 2**	**Zone 3**
89 BUICK SKYHAWK			
Coupe	4,900	4,949	4,861
Sedan	4,967	5,017	4,927
88 BUICK SKYHAWK			
Coupe	3,930	3,969	3,899
Sedan	3,989	4,029	3,957
91 BUICK SKYLARK			
Cust. Sedan	8,182	8,264	8,116
90 BUICK SKYLARK			
Cust. Sedan	6,731	6,798	6,677
91 BUICK CENTURY			
Cust. Sedan	9,857	9,956	9,779
90 BUICK CENTURY			
Cust. Sedan	7,109	7,271	7,141
91 BUICK LESABRE			
Cust. Sedan	11,900	12,019	11,805
90 BUICK LESABRE			
Cust. Sedan	9,310	9,403	9,236
91 CADILLAC DEVILLE			
Coupe	18,461	18,646	18,313
Sedan	18,644	18,830	18,495
90 CADILLAC DEVILLE			
Coupe	15,237	15,389	15,115
Sedan	15,393	15,547	15,270
91 CADILLAC SEVILLE			
Sedan	18,317	18,500	18,170
90 CADILLAC SEVILLE			
Sedan	15,496	15,651	15,372
91 CHEVY BERETTA			
Coupe	8,144	8,225	8,078
90 CHEVY BERETTA			
Coupe	6,692	6,759	6,639
91 CHEVY CORSICA			
Htchbk. 4-Dr.	7,777	7,855	7,715
90 CHEVY CORSICA			
Htchbk. 4-Dr.	6,118	6,179	6,069
91 CHEVY CAVALIER			
Sedan	6,293	6,356	6,243
90 CHEVY CAVALIER			
Sedan	4,728	4,775	4,690
89 CHEVY CELEBRITY			
Sedan	5,003	5,053	4,963
91 CHEVY CAPRICE			
Sedan	9,973	10,072	9,893
90 CHEVY CAPRICE			
Sedan	7,100	7,171	7,044
91 CHRYSLER LEBARON			
Sedan	9,308	9,401	9,234
90 CHRYSLER LEBARON			
Sedan	8,156	8,238	8,090
91 CHRYSLER NEW YORKER			
Salon Sedan	11,335	11,448	11,244
90 CHRYSLER NEW YORKER			
Sedan	9,417	9,512	9,341
89 CHRYSLER FIFTH AVENUE			
Sedan	7,854	7,932	7,791
88 CHRYSLER FIFTH AVENUE			
Sedan	5,917	5,976	5,870
89 DODGE ARIES AMERICA			
Sedan	3,906	3,945	3,876
88 DODGE ARIES AMERICA			
Sedan	3,098	3,129	3,073
90 DODGE SHADOW			
Lftbk. 5-Dr.	5,615	5,671	5,570
91 DODGE DYNASTY			
Sedan	8,699	8,786	8,629
91 FORD ESCORT			
Htchbk. 4-Dr. LX	6,375	6,439	6,324
90 FORD ESCORT			
Htchbk. 4-Dr. LX	4,840	4,888	4,801
91 FORD MUSTANG			
LX-4 Coupe	7,803	7,880	7,740
91 FORD TEMPO			
GL Sedan 4-Dr.	6,858	6,926	6,803
90 FORD TEMPO			
GL Sedan 4-Dr.	5,470	5,525	5,427
91 FORD TAURUS			
GL Sedan 4-Dr.	9,933	10,032	9,854
90 FORD TAURUS			
GL Sedan 4-Dr.	7,461	7,536	7,401
91 FORD CROWN VICTORIA			
Sedan	10,980	11,089	10,892
90 FORD CROWN VICTORIA			
Sedan	9,027	9,117	8,954
91 FORD THUNDERBIRD			
Coupe	10,453	10,558	10,369
90 FORD THUNDERBIRD			
Coupe	8,294	8,377	8,228
91 LEXUS			
ES 250 Sedan	16,848	17,016	16,713
90 LEXUS			
ES 250 Sedan	13,968	14,108	13,856
91 LEXUS			
LS 400 Sedan	32,523	32,848	32,263
90 LEXUS			
LS 400 Sedan	27,650	27,927	27,429
91 LINCOLN			
Town Car Sedan	18,130	18,312	17,986
Mark VII LSC Coupe	18,393	18,576	18,245
Continental Sedan	17,204	17,377	17,067
90 LINCOLN			
Town Car Sedan	15,603	15,759	15,478
Mark VII LSC Coupe	14,741	14,888	14,623
Continental Sedan	14,051	14,192	13,939
91 MAZDA 626			
LX Sedan 4-Dr.	10,258	10,361	10,176
91 MERCURY COUGAR			
LS Coupe	10,971	11,081	10,883
90 MERCURY COUGAR			
LS Coupe	9,015	9,105	8,943
91 MERCURY TOPAZ			
GS Sedan 4-Dr.	6,964	7,033	6,908
90 MERCURY TOPAZ			
GS Sedan 4-Dr.	5,599	5,654	5,554
91 MERCURY SABLE			
GS Sedan 4-Dr.	10,117	10,218	10,036
90 MERCURY SABLE			
GS Sedan 4-Dr.	7,558	7,634	7,498
91 MERCURY GRAND MARQUIS			
GS Sedan	11,546	11,661	11,454
90 MERCURY GRAND MARQUIS			
GS Sedan	9,691	9,788	9,613
91 MITSUBISHI MIRAGE			
Sedan 4-Dr.	6,568	6,634	6,515
90 MITSUBISHI MIRAGE			
Sedan 4-Dr.	5,446	5,500	5,402
91 NISSAN MAXIMA			
SE Sedan	15,362	15,516	15,239
90 NISSAN MAXIMA			
SE Sedan	13,643	13,779	13,534
91 NISSAN SENTRA			
Sedan 2-Dr.	6,750	6,818	6,696
90 NISSAN SENTRA			
Sedan 2-Dr.	4,646	4,692	4,609
91 NISSAN STANZA			
XE Sedan 4-Dr.	9,134	9,225	9,061
90 NISSAN STANZA			
XE Sedan 4-Dr.	7,941	8,020	7,877
91 OLDS CIERA			
S Coupe	9,761	9,858	9,683
Sedan	9,365	9,459	9,290
90 OLDS CIERA			
Coupe	7,257	7,330	7,199
Sedan	6,951	7,021	6,895
91 OLDS CALAIS			
Sedan	7,306	7,378	7,247
90 OLDS CALAIS			
Sedan	5,984	6,044	5,936
91 OLDS CUTLASS SUPREME			
Coupe	10,461	10,566	10,378
90 OLDS CUTLASS SUPREME			
Coupe	8,244	8,326	8,178
91 OLDS 98 REGENCY			
Sedan	15,974	16,134	15,846
90 OLDS 98 REGENCY			
Sedan	11,609	11,725	11,516
91 PONTIAC SUNBIRD			
SE Coupe	7,589	7,665	7,528
LE Sedan	7,205	7,277	7,147
90 PONTIAC SUNBIRD			
SE Coupe	5,990	6,050	5,942
LE Sedan	5,780	5,838	5,734
91 PONTIAC 6000			
LE Sedan	9,367	9,461	9,292
90 PONTIAC 6000			
LE Sedan	6,792	6,859	6,738
91 PONTIAC GRAND AM			
LE Sedan	8,005	8,085	7,941
90 PONTIAC GRAND AM			
LE Sedan	6,800	6,868	6,746
91 PONTIAC BONNEVILLE			
LE Sedan	11,829	11,947	11,734
90 PONTIAC BONNEVILLE			
LE Sedan	9,125	9,216	9,052
91 PONTIAC GRAND PRIX			
SE Coupe	10,545	10,650	10,461
90 PONTIAC GRAND PRIX			
Coupe	8,188	8,270	8,122
91 SUBARU LEGACY			
L Sedan 4-Dr.	9,000	9,090	8,928
91 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	10,597	10,703	10,512
90 TOYOTA CAMRY			
Sedan 4-Dr. Deluxe	8,606	8,692	8,537
91 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	8,126	8,207	8,061
90 TOYOTA COROLLA			
Sedan 4-Dr. Deluxe	6,536	6,601	6,484
91 TOYOTA CRESSIDA			
Lux Sedan	16,842	17,010	16,707
90 TOYOTA CRESSIDA			
Lux Sedan	14,004	14,144	13,892
90 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	7,313	7,386	7,254
89 VOLKSWAGEN JETTA			
GL Sedan 4-Dr.	5,845	5,903	5,798
91 VOLVO			
240 DL Sedan	14,199	14,341	14,085
90 VOLVO			
240 DL Sedan	11,110	11,221	11,021

CLASSIFIEDS

EMPLOYMENT OPPORTUNITY

SALES
ACCOUNT
EXECUTIVE

PacTel Teletrac's rapid expansion is creating new opportunities in Vehicle Location Technology.

PacTel Teletrac is seeking experienced sales account executives to sell its fleet management and vehicle location services in the Chicago area.

These positions will be primarily responsible for developing commercial accounts. Duties will involve preparing sales proposals and demonstrating hardware and software to prospective accounts.

Qualified candidates should possess a minimum of 2-5 years experience selling to corporate fleet accounts, preferably in the 2-way radio, MDT, and AVL. Degree a plus.

If you are a self-motivated sales professional who thrives on customer satisfaction, please submit your resume with salary history to:

PacTel Teletrac
Human Resources, Dept. 620
1725 Winnetka Clr.
Rolling Meadows, IL 60008
Equal Opportunity Employer
SMOKE-FREE ENVIRONMENT

ADVERTISE YOUR MESSAGE FOR **LESS**
IN AUTOMOTIVE FLEET **CLASSIFIED**
FOR INFORMATION, CALL (310) 376-8788

GAS/DIESEL PRICES

August 21, 1992	AVG. NATIONWIDE PRICES	UNLEADED GAS	DIESEL
	Full-Serve	140.17	142.82
	Self-Serve	113.78	120.30

City*	Unleaded Gas Full-Serve	Unleaded Gas Self-Serve	Diesel Full-Serve	Diesel Serve-Serve
Atlanta,GA	147.62	99.39	146.10	110.51
Boston, MA	131.43	118.82	130.07	122.60
Chicago, IL	158.92	117.88	146.70	126.46
Dallas, TX	159.50	111.46	160.90	119.32
Denver, CO	168.71	124.18	150.90	125.30
Detroit, MI	155.13	103.58	137.23	114.49
Houston, TX	154.97	108.87	152.13	121.77
Los Angeles, CA	159.50	127.83	155.86	130.02
Memphis, TN	160.23	113.00	157.10	120.10
Miami, FL	151.34	111.16	153.44	121.40
Minneapolis, MN	156.18	114.58	113.40	113.95
New Orleans, LA	165.87	114.06	149.40	123.11
Omaha, NE	137.79	117.18	136.70	119.82
Philadelphia, PA	142.79	113.57	144.04	120.52
Phoenix, AZ	161.18	120.36	156.76	127.81
Portland, OR	148.58	128.50	129.57	129.90
San Francisco, CA	163.23	128.86	164.14	132.74
Seattle, WA	161.13	124.81	153.72	124.08
St. Louis, MO	141.12	100.23	122.70	106.49
Washington, D.C.	153.83	113.44	152.79	124.92

Source: Lundberg Survey Inc. ©1992

**The following cities represent a national sampling of a larger group of cities surveyed twice monthly by Lundberg Survey, Inc. All prices include taxes and are rounded down to the closest tenth of a cent.*

The *Black Book*® publications that you have known and trusted for years are now available on computer software . . .

- New Car Data
- Used Car Data
- New Truck & Van Data
- Used Truck & Van Data

Black Book®

Call
1-800-367-3759
for information and free demonstration diskette

Black Book®
Official Used Car Market Information
P.O. Box 758
Gainesville, GA 30503

Circle 158 on Inquiry card

EDITORIAL

I studied the lives of great men and famous women, and I found that the men and women who got to the top were those who did the jobs they had in hand, with everything they had of energy and enthusiasm and hard work.

— Harry S. Truman

That man is great who can use the brains of others to carry out his work.

— Donn Piatt

Behind every great man is a woman with nothing to wear.

— L. Grant Glickman

Different Facts, a Different View

	MULLANE			REGISTRATIONS		
	1989	1990	1991	1989	1990	1991
Fleet (Big Three)	2,000,000	2,700,000	3,200,000	1,672,673	1,800,000	1,996,411*
% Fleet of Big Three Total Registrations	28.9%	44%	61.5%	24.8%	32.6%	37.8%*

*In 1991, less retail leasing:

Banks/Financial: 103,400

Mfr.'s Consumer: 294,600

and Government Sales: 106,300

1991 "Fleet" 1,996,411

504,300 x Est. Big Three % = -396,411

1,600,000

Commercial & Rental = 30.3%

Ed Mullane is a unique kind of guy. He appears to have an endless amount of energy and just never quits for what he believes in. As chairman of the Ford Dealers Alliance, he has never quite accepted fleet sales as legitimate, worthwhile, or to be ranked with motherhood and apple pie.

Ed's latest series of dealer publication treatises (he also runs ads for advocacy) appeared in *Auto Age* and *Automotive News*. With the gauntlet raised, he decries any new dealer additions, so that domestic dealers can each gain a larger share. I'm not so sure that I don't agree with him to some degree with the smaller total sales figures. Frankly, from what I've been reading, I thought the automotive economy was taking care of the problem through attrition (closures).

To help make his point, he keeps ragging on the fleet business and, unfortunately, has obtained some suspect figures. In part, his clarion reads:

"In 1990, the fleets accounted for 44 percent of Big Three new car sales, or 2.7 million cars. In 1991, fleet sales increased to about 60 percent of the total. This means that of the Big Three's 5.2 million new car sales, last year, 3.2 million were sold to fleets. And that means only two million new cars were retailed by new car dealers!

Three short years ago (before the 100 percent buyback subsidies doubled new car sales to rental companies) when Big Three new car sales totaled 6.9 million, only two million were sold to fleets and 4.9 million new cars were retailed by dealers. In other words, today's Big Three retail car volume is 40 percent of what it was — or two million units."

Mullane's bold statements have some basis for stoking his fires since double cycling in rental was pervasive in 1990 and again in 1991. However, the casual reader (and in this case, the nation's 20,000-plus dealers) can be easily misled on pure figures, even the accurate ones (which I have developed and offer above).

Dealer principals and others would do well to understand that the domestic factories would have faced certain and total disaster without fleet sales during the past two years. A large share of the "fleet" numbers represents retail leases that are but a substitute for a cash-type sale. No one makes any money off government sales except the taxpayer. Dealers really got into the program buying of cars at maker-sponsored auctions and some would not have survived without this fleet-made alternative. Rental sales in the 1993-model year will probably be back at the 1989 level costing the rental companies (and the consumers who use them) a great deal more money.

Fleet sales filled a critical void during a crisis period. Sanity has returned. And fleet business is still good business and a vital link in our automotive process.

ED BOBIT